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• April • 25 • 30 •

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THURSDAY, APRIL 21, 1938

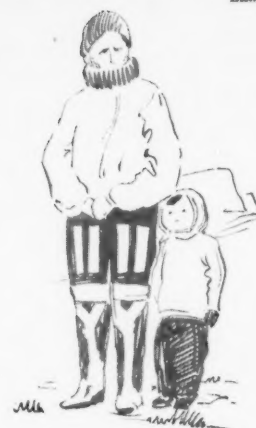
Farthest North ...



Exting Gallery Photo

IN Upernavik, Greenland, within the Arctic Circle, property insured by the Royal-Liverpool Groups includes a motion picture theatre—the most northerly “movie” in the world.

Through a fully equipped Service Department, and by reason of their world-wide operations, Companies of the Royal-Liverpool Groups offer exceptional facilities for securing coverage on desirable risks in the United States and in more than 100 countries, colonies and dependencies.



This is No. 8 of the series, “Round the World with the Royal-Liverpool Groups.” Interestingly enough, the Groups also insure the most southerly “movie,” as shown next in the series.

ROYAL LIVERPOOL GROUPS

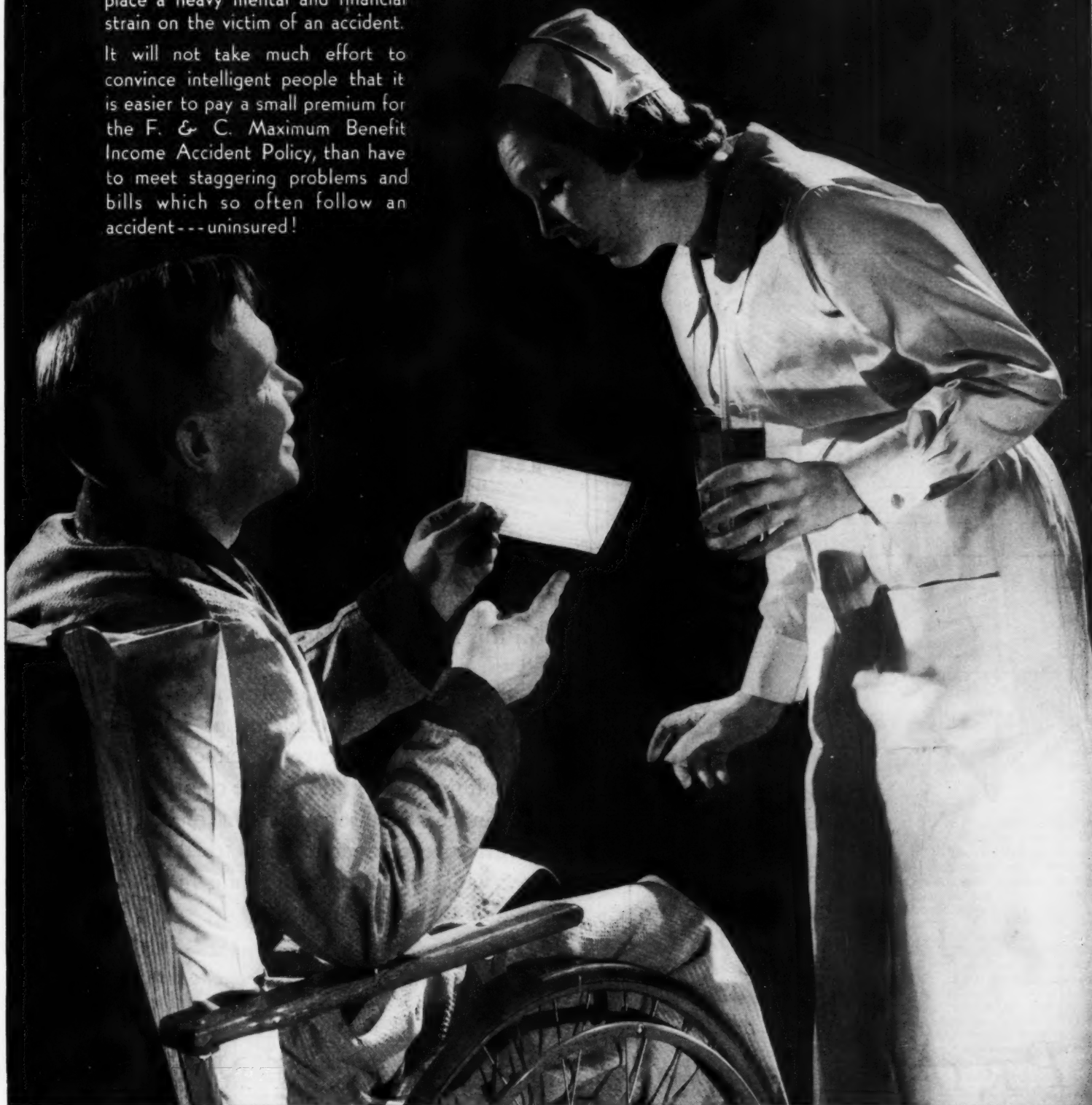
ONE HUNDRED FIFTY WILLIAM STREET, NEW YORK, N. Y.

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Loss of income and extra expenses place a heavy mental and financial strain on the victim of an accident.

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MARYLAND INSURANCE COMPANY OF DELAWARE
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BERNARD M. CULVER, President
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New York, N.Y.

NEW YORK

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SAN FRANCISCO

ATLANTA

DALLAS

MONTREAL



DELIVERED *but not paid for*

"Buying on time" is a common method of purchasing today. Thousands of people buy hundreds of thousands of articles daily on the time-payment plan. And from such sales there are created innumerable prospects for

INSTALLMENT SALES INSURANCE

Any manufacturer, merchant or retailer selling on the deferred payment plan is a prospect for this form of insurance.

The Inland Marine departments of the Providence Washington and Anchor issue installment sales contracts covering either the interests of both the vendor and vendee or of the vendor only in merchandise sold on time or leased, such as furniture, refrigerators, electrical appliances, etc., while in transit and while in customer's custody until fully paid for.

Investigate these and other modern coverages offered by these companies

PROVIDENCE WASHINGTON
INSURANCE COMPANY OF PROVIDENCE, RHODE ISLAND
Incorporated 1799 • Capital \$3,000,000.00

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Incorporated 1928 • PROVIDENCE, RHODE ISLAND • Capital \$1,000,000.00

Illinois Launches Searching Quiz on Finance Line

Questionnaire Seeks Com- plete Details on Handling of Automobile Accounts

A searching inquiry into the handling of so-called automobile finance accounts from the insurance standpoint has been instituted by the Illinois department in sending a questionnaire to companies interested in this type of business. That such an inquiry was contemplated has been known for several weeks because the department has been making some preliminary investigations.

This promises to be the most thorough going analysis of the writing of finance business that has been conducted by any state authority. It is estimated that not less than \$100,000,000 of premiums were developed from finance accounts last year. This business is probably the greatest problem in fire insurance today due to the fact that the collision loss ratio has been running in the neighborhood of 70 percent and more than 50 percent of the premiums from such accounts are for the collision feature.

Text of Communication

Here is the communication that the insurance department sent the companies this week:

"This department has accumulated from various sources information as to companies financing the purchase of automobiles in Illinois and insurance companies covering the cars so financed by them. In order that a thorough study of the subject of finance business can be made you are requested to supply the department with a list of all finance accounts you may have on your books and answer the following questions specifically for each such account written by you. Your replies shall be in this office on or before June 1, and shall be returned over the signature of an executive officer having primary authority over business in this state.

"For the purpose of this report a finance account is defined as follows:

"A finance account is an account under which an individual, firm, corporation or bank financing the retail sale of automobiles makes written agreement with one or more insurance companies to offer to such companies the insurance on the automobiles sold at retail (but not less than 50 of such automobiles a year to a single company) which it directly finances and insures and upon which it agrees to pay the premiums."

1. Name of agent or broker placing account.

2. What forms of insurance are written? Fire and theft; collision; confiscation; conversion; single interest.

3. Give as nearly as possible division of business for last year as to—New passenger cars per cent; used cars

(CONTINUED ON PAGE 12)

I. C. C. Outlaws Shippers' Cargo Insurance Plan

Packers Had Utilized Exten- sively Arrangement That Was Devised by Joyce & Co.

The Interstate Commerce Commission, Division 5, has held to be unlawful the plan whereunder the shipper, in effect, carries his own insurance, in lieu of being covered under the truckman's cargo policy and then deducts the actual cost of the insurance to the shipper from the freight charge. This decision affects a big volume of business. It has been utilized principally by the large meat packers, including Armour & Co., Wilson & Co., Swift & Co. and the Cudahy Packing Company. It was originated by Joyce & Co. of Chicago and that agency took a prominent part in seeking to have the plan approved ever since it had been challenged as contrary to the principles of the federal motor carrier act of 1935.

The report in this case states that the packers decided to use the plan when they began to employ the services of smaller truck operators who were unable to secure proper insurance. Due to this inability of the smaller operators and to the fact that ordinary truck cargo insurance is somewhat restricted in its coverage the packers studied the situation and were able to obtain policies to cover loss or damage from any cause except torts of the motor operators, at premiums based on a percentage of the gross freight charges of the motor carriers. Arrangements were made whereby they could deduct the cost of the insurance premiums from the freight payments due the carriers. Under these arrangements, the shippers expanded the use of motor trucks. Armour & Co. employs 3,000 truckers, Swift & Co. 900 trucking companies and 500 individual truckers at its packing plants alone. Swift & Co. ships more than one billion pounds of its products or about 25 percent of the total by truck per year.

Higher Limits Carried

The Swift & Co. policies were in the amount of \$10,000 aggregate for any one disaster, whereas the minimum cargo requirements of the Interstate Commerce Commission are \$1,000 for loss or damage to property carried on any one motor vehicle and \$2,000 aggregate in any one disaster. The Swift & Co. policies were in the amount of \$30,000 coverage in any one locality at any one time; \$100,000 in any one disaster involving the contents of ten or more trucks and \$2,500 on C. O. D. moneys on any one truck at any one time.

All claims paid under Swift & Co. policies from Jan. 1, 1933, to Aug. 18, 1936, amounted to \$184,000. The premium cost was \$212,000 of which about \$182,000 represented deductions from carriers freight charges.

Limitation Is Prohibited

Under section 219 of the federal motor carrier act, motor common carriers are liable for any loss, damage or injury, which they cause to property transported by them. With certain exceptions any limitation on that liability is declared unlawful and void except as the I. C. C. may expressly authorize or re-

Assert Novel Theory in Suit for U. & O. Recovery

Krause Milling Company of Mil- waukee Brings Suit for \$605,800 Against Insurers

MILWAUKEE—An unusual feature in a use and occupancy loss is involved in the suit brought here by the Charles A. Krause Milling Company against a group of fire insurance companies, for business interruption loss following a dust explosion which occurred at the Krause company's corn mill in Greenfield township April 10, 1937. The suit was filed in the circuit court and was transferred to the federal court. The explosion wrecked three buildings and cost nine lives, as well as injury to 23 persons.

Use and occupancy insurance amounted to \$700,000. In claiming \$605,800 for the shutdown, the Krause company alleges that its operating capacity and its business would have been increased by new equipment if the loss had not occurred. Some of the new equipment was on hand at the time of the explosion and it is claimed that more had been ordered. At the time of the loss, the mill was operating at its complete capacity of 17,000 bushels per day and it is conceded that operation at full capacity during the shutdown period could not have accounted for business equal to the Krause company's claim.

Property Damage Loss Settled

Other points in the disagreement between the companies and the assured are the length of shutdown on which recovery should be based and the allowability of certain continuing charges and certain items of profit. Wolfe & Hart of Milwaukee are counsel for the companies. Adjustment, Underwriters Adjusting and Frank L. Erion, prominent independent adjuster of Chicago.

Compensation hearings for nine of the employees injured in the Krause explosion have been opened by the Wisconsin industrial commission. Six of the employees maintain that the Krause company did not provide a safe place for them to work and have asked for additional compensation benefits. Examiner Earl Pottinger has referred this claim to the industrial commission at Madison.

quire rates dependent upon values declared or agreed upon in writing by the shipper.

The packers contended that by their shippers' cargo arrangement there was no release of liability because the shippers' right of action against the carriers still remains. However, Division 5 disagreed with this contention and stated that if the packer still retained a right of action against the carriers then there was no consideration flowing from the shippers to support the allowance they received from the carrier covering the cost of the insurance and hence that the deduction of the cost from the freight charges of the carrier was an unlawful concession to the shipper.

The examiner had recommended that

(CONTINUED ON PAGE 12)

Buck Is President of Western Body; Smith Next Man

Annual Meeting of the Un- derwriters Association Held Under Auspicious Skies

NEW OFFICERS ELECTED

President—S. M. Buck, vice-president and western manager Great American.

First vice-president—C. H. Smith of Smith & Wheeler, western managers Hartford.

Second vice-president—F. W. Koeckert, U. S. manager Commercial Union.

Secretary—C. F. Thomas.

By C. M. CARTWRIGHT

WHITE SULPHUR SPRINGS, W. VA.—S. M. Buck of Chicago, vice-president and western manager Great American, was elected president of the Western Underwriters Association at its annual meeting held here this week. He had served as vice-president the last two years and hence was in line of succession. Vice-president A. R. Phillips was present from the home office, accompanied by Mrs. Phillips, to see Mr. Buck inducted into office.

A. F. Powrie, Fire Association, closed two years of successful service as president and at the close of the meeting, he received a fine vote of appreciation.

Address of Powrie

President Powrie in his opening address said to the Western Underwriters Association: "While we are in continuous contact and cooperation with the Business Development Office of New York, our program and methods are related to the conditions and needs of our own jurisdiction. To the extent that our interests are sectional and that our plans are built around a functioning organization of our own field men already at hand in each of our states, we are able to include among our objectives, promotion of certain advantages specifically for our own companies, which could not be a part of a nation-wide program projected from a base of company representation much broader than our membership. Therefore, to the degree that our interests and problems are provincial our plans and procedure must be initiated by our committee.

Business Being Reclaimed

"With the exception of Minnesota, Ohio and Tennessee the agents and field men of our companies are no longer on the defensive as to mutual competition. With the direction and assistance we are able to give, our field men and agents are actually reclaiming business heretofore written by mutuals. Many field men are systematically seeking out mutual policyholders as repre-

(CONTINUED ON PAGE 10)

Harrington Installed as Bay State Commissioner

Official Indicates Intention to Remove Several Employees in the Department

BOSTON — Commissioner C. F. J. Harrington, whose nomination was confirmed by the governor's council, was immediately sworn in and took over the office early the next morning, in a room filled to overflowing with flowers and congratulatory messages. Among the floral tributes was one from the firm of Roosevelt & Sargent, of which James Roosevelt, son of the President, is a member and which has offices in the agency of O'Brien, Russell & Co., where Mr. Harrington was casualty manager for the past 15 years.

The only opposition which developed to the confirmation of the new commissioner came from the lieutenant governor, who protested that the appointment of Harrington would mean an increase in automobile liability insurance rates. His vote was the only one against confirmation, and his demand for a public hearing was not recognized by the council.

Harrington Gives Pledge

Before the council Commissioner Harrington promised to administer the insurance statutes "impartially, faithfully and fearlessly." Citing his 25 years of experience in the insurance business he said, "I shall continue this service with due regard, however, for the rights of those engaged in the business and with proper consideration for the stability and safety of the institutions providing this protection."

"The best regulated business is one which can best regulate itself. I sincerely trust that those engaged in the insurance business will make an effort to solve the many complex problems which confront them. This can be done through cooperation, sympathy and understanding between those directly meeting the public in the field and those charged with administrative duties."

Criticism against Mr. Harrington having been based on a statement in an address by him before a national casualty convention that the agent was entitled to more than 12 percent commission for handling compulsory liability insurance in Massachusetts, which the lieutenant governor interpreted to mean that the automobile rates would be raised by Mr. Harrington, was explained by the commissioner, upon assuming office.

Would Change Allocation

"The companies are allowed 35.5 percent for acquisition cost in securing the business," he said. "Of this amount 12 percent is given as a commission to the agents. In my speech I advocated a more equitable distribution of this 35.5 percent because of the increased work required of the agent. I did not advocate increasing the acquisition cost allowance," said the commissioner.

Commissioner Harrington's first act upon assuming office was to accept the resignation of Edward L. Ford, who had served as confidential secretary to Francis J. DeCelles during the latter's three years in office.

The commissioner also called for a complete roster of the employees of the office and will make a scrutiny of the force to determine how many non-civil service employees are on the roll. It has been maintained that the outgoing commissioner had been obliged to provide many unnecessary jobs for political appointees.

Promulgation of the new automobile liability rates under the compulsory law is not due for a month or two yet and Commissioner Harrington stated he would have nothing to say upon that matter until he had received the data from the Massachusetts rating and accident prevention bureau which was not expected before the latter part of the

Rounds Out 50 Years in Fire Insurance



JAMES WYPER

A barrage of congratulatory wires and letters from insurance men and others all over the country came to the desk of James Wyper, now serving his 25th year as vice-president of the Hartford Fire, on the occasion of his 50th year in fire insurance. Mr. Wyper is widely known throughout the country, and has gained many friends in the 50 years he has been in this country.

Born in Scotland in 1864, Mr. Wyper spent eight years in New Zealand, where he was engaged in the hardware business, before coming to this country in 1888. He was in the New York office of the London & Lancashire for 17 years, going to Hartford as agency secretary for that company in 1905. He was elected vice-president of the Hartford Fire in 1913, and is also vice-president of the Hartford Accident. He was at one time president of the Eastern Union, and is a past president of the National Board.

present month. He would express no personal preference for either a flat rate or the merit rating system.

The resignation of Second Deputy Commissioner Michael T. Kelleher, who served during the administration of DeCelles, was accepted by Mr. Harrington. The position carries a \$4,250 salary. Mr. Kelleher was stationed in the Massachusetts automobile rating bureau.

Scottish Union & National Home Office Manager Retires

James G. Nicoll at Edinburgh Will Be Succeeded by Thomas E. Stevens

It is announced from the United States office of the Scottish Union & National that James G. Nicoll is retiring as general manager at Edinburgh, effective at the end of May. He has often visited this country. Thomas E. Stevens, who has been Liverpool manager of the Phoenix Assurance, is his successor. Mr. Nicoll was formerly London manager of the Scottish and was elected general manager June 1, 1925. While in London he had charge of the general foreign business which includes many branch offices. Therefore, he had a wide knowledge of the company's operations throughout the world.

Holding the position of general manager he also was elected a head office director in 1934. He will continue as a member of the board. Mr. Nicoll has come in contact with underwriters on this side and they hold him in high regard. Mr. Stevens is a director of the Union Marine & General of Liverpool. United States Manager J. H. Vreeland of Hartford received announcement of the changes from his head office.

May Permit Reporting Form for Factories

Company committees in the west are now giving consideration to the proposal that manufacturing risks be made eligible for reporting forms of coverage. At present such risks are not eligible. Some of the aggressive mutuals and reciprocals have taken business away from the stock companies by writing manufacturing risks under forms that take account of fluctuating values. As a matter of fact, some of the stock companies are reported to have met this competition, in violation of the rules. Some observers believe that there is no good reason why manufacturing risks should not be eligible. In some of these risks the values fluctuate just as sharply as they do in grain elevators, department stores and other types of business that may be written under reporting forms.

Fleming Round Table Head

LOUISVILLE—J. J. Fleming of the Fleming-DeLeuil Insurance Agency was elected chairman of the Louisville Round Table at its annual meeting. He is a former president of the Louisville Casualty and Surety Association.

Fire Loss in March Is Reported by National Board

NEW YORK—Fire losses in March exceeded those in February, but were less by .9 percent than in March, 1937, the National Board reports. For the first quarter of this year the loss was \$83,199,930, compared with \$83,043,886 for the parallel period of last year, and with \$87,817,233 for the first three months of 1936.

The comparative record is:

	1936	1937	1938
Jan. ...	\$27,729,930	\$25,069,895	\$27,676,337
Feb. ...	30,909,896	28,654,962	26,472,626
Mar. ...	29,177,407	29,319,029	29,050,968
Total	\$87,817,233	\$83,043,886	\$83,199,931

Adjusters' Convention Put Over Until May 26-28

The annual meeting of the National Association of Independent Insurance Adjusters has again been postponed. The dates now fixed upon are May 26-28 in Indianapolis. L. A. Gouldman of Little Rock, president of the association, expects to have the program completed shortly.

W. H. Moore of Wichita, secretary of the association, who has been extremely busy with association work as well as with his adjusting business, suffered a recurrence of an old physical ailment and is now in the Wichita Hospital where he is not permitted to have visitors. He will be confined for at least two weeks more. Correspondence in connection with the association has been heavy and he had assumed much of the responsibility for the details of the convention. He was also involved in a heavy work schedule because of the recent tornado at Columbus, Kan.

Use and Occupancy Line Not Much Affected by Slump

C. A. Snow, assistant secretary Phoenix of Hartford, conducted an agency sales meeting in St. Louis at which use and occupancy and other allied fire lines were discussed. Much interest was shown in the possibilities of these coverages for restoring income lost because of reduction in fire premiums. On his way home Mr. Snow stopped in Indianapolis to visit members of the Indiana field staff, Gus J. Daseke being state agent.

Asked as to what effect the present "recession" has had on the writing of use and occupancy insurance, Mr. Snow said that while the writing of new business had been somewhat slowed down, the effect on existing business has not been serious. Business written last year, while business was on the upturn, that is still running has been undisturbed by cancellations though there has been reduction of lines in some instances. The test will come with renewal of running business, Mr. Snow said. If business continues to be depressed and operating profits disappear, of course, much business so affected will not renew for U. & O.

"I'm optimistic enough to believe that business will go ahead in the months before us," Mr. Snow said, "and that there will continue to be a need for use and occupancy insurance." With recent simplification of policies and forms the attitude of agents is more favorable to pushing this form of protection.

Ellis at Grand Rapids

GRAND RAPIDS, MICH.—W. S. Ellis of the Royal-Liverpool group addressed the Grand Rapids Credit Men's Association on "Measuring Security Back of Insurance Company Contracts." George C. Bickle, chairman of the insurance committee of the association, arranged for Mr. Ellis' appearance.

THE WEEK IN INSURANCE

Annual meeting of Western Underwriters Association held this week at White Sulphur Springs. **Page 2**

A novel theory is asserted by Krause Milling Company of Milwaukee in an action to recover \$652,800 under a U. & O. policy. **Page 3**

Attendance at Cincinnati local board centenary banquet exceeds 350. **Page 5**

Plans for National Board annual meeting, May 26, in New York, taking shape. **Page 5**

James G. Nicoll is retiring as general manager of the Scottish Union & National at its head office in Edinburgh. **Page 4**

C. F. J. Harrington is formally installed as the new insurance commissioner of Massachusetts. **Page 4**

Three officials of the Franklin Fire of Philadelphia are promoted. **Page 9**

Elaborate preparations are being made for observance of Accident & Health Insurance Week; four governors issue proclamations. **Page 17**

Searching inquiry into the handling of automobile finance business is initiated by the Illinois department. **Page 3**

Associated Adjusters of Milwaukee have been denied the use of the United States mail by the federal post office department. **Page 17**

Automobile traffic safety work needs humanizing to get across to average citizen. President Jackson of Bankers' Indemnity tells Greater New York Safety Council. **Page 19**

Growth of group plans for hospital care reviewed at meeting in Chicago. **Page 17**

Plans are being completed for the celebration of the 25th birthday anniversary of the Hartford Accident at the head office May 9. **Page 19**

J. A. Kelsey elected president of Standard Surety & Casualty; other officers named. **Page 25**

Safe driver reward plan and other merit rating plans have now been approved in Illinois. **Page 20**

Plans Shaping for National Board's Annual Meeting

Reelection of All Officers Expected at Gathering to Be Held in New York May 26

NEW YORK—With the National Board annual meeting scheduled to be held at the Waldorf-Astoria here May 26, General Manager W. E. Mallalieu and his staff are gathering data that will aid the standing committees in preparing their annual reports. This work requires considerable effort to insure accuracy and make it up to date.

The address of the president and reports of committees are of outstanding interest to the members, covering the main activities during the preceding 12 months, and giving a broad forecast as to possible trends for the succeeding year.

Expect Reelection of Officers

A further important happening of the annual meetings, of course, is election of officers. The nominees are selected by former presidents. Apparently all the present officials will be renominated, which is tantamount to their reelection. The executive staff now is: President, Paul B. Sommers, president American of Newark group; vice-president, Frank D. Layton, president National of Hartford; secretary, Sumner Ballard, president International of New York; treasurer, B. M. Culver, president America Fore group; general manager, W. E. Mallalieu; assistant general manager, C. H. Lum, San Francisco.

Each year five members of the executive committee are chosen for three-year terms. Those who will retire next month are F. B. Luce, vice-president Providence Washington; J. R. Cooney, president Firemen's of Newark group; J. H. Vreeland, United States manager Scottish Union & National; Gustavus Remak, Jr., president State of Penna., and E. W. Nourse, United States manager London Assurance. The committee selects its own chairman, which at this time is R. P. Barbour, United States manager Northern of London.

An unwritten, though generally observed (CONTINUED ON LAST PAGE)

National Board Associate Counsel Is Dead



C. J. DOYLE

C. J. Doyle, associate general counsel of the National Board of Fire Underwriters at Springfield, Ill., died Tuesday night of a sudden attack of appendicitis following which peritonitis set in. He was born in 1872. He was a brother of J. H. Doyle, general counsel of the National Board at New York.

Mr. Doyle was widely known to insurance men throughout the middle west. He was the first fire marshal of Illinois, having organized the fire marshal's department about 1910. He served as secretary of state in Illinois by appointment in 1912, and went with the National Board late that same year, serving under O. B. Ryon, who was at that time general counsel. Mr. Doyle engaged in all phases of legislative work. He was well known as a public speaker and his services were in demand at dinners, banquets and insurance gatherings of all kinds. He had the oratorical gift. Mr. Doyle was an authority on Abraham Lincoln and had a large collection of Lincolniana. His hobby was the raising of flowers and his flower garden was one of the show places of Springfield.

He is survived by his brother and a sister, Alice Doyle, who resides in Chicago.

Jacob Hartman, 75, local agent in Fort Wayne, Ind., for 30 years, died there after a long illness.

Commissioner Carpenter Indicates He May Retire

SAN FRANCISCO—When he was introduced at the northern California sales congress here, Commissioner Carpenter said: "This may be my last official appearance before the life insurance fraternity in one large meeting." Commissioner Carpenter's statement referred to the possibility that at the conclusion of his term early next year he will not seek reappointment, or that a possible change in the state administration may prevent reappointment. It also created considerable comment to the effect that he was contemplating resigning, but this possibility is considered remote, now that he has been successful in making considerable improvement in the laws and the office generally.

Indiana Premium Tax Opinion

The Indiana attorney-general in response to an inquiry from Commissioner Newbauer states that under the Indiana law a premium tax cannot be imposed upon reinsurance premiums arising under treaties effected outside of Indiana. This is true because of the recent U. S. Supreme Court decision in the famous Connecticut General Life case.

Form Reinsurance Agency

KANSAS CITY—R. B. Jones & Sons have organized the Casfire Service, Inc., to develop excess catastrophe and reinsurance business. It will be a placing and handling enterprise. Edmund Bidgood of London, who has been with the Heath group of London Lloyds for 16 years, has been engaged to manage the new concern and he is now on the ground.

To Hold Louisiana Conference

NEW ORLEANS.—A conference between the Louisiana conference committee representing the stock fire insurance companies and a committee of the Louisiana Insurance Society, representing the local agents, will be held here April 26-27.

Illinois Blue Goose Initiation

What promises to be the most impressive initiation ceremony ever conducted by the Illinois Blue Goose is scheduled for next Monday evening in the La Salle Hotel, Chicago. About 35 candidates will be installed and a large attendance is anticipated. Those conducting the ceremony have been rehearsing and new regalia has been procured.

Centenary Party in Cincinnati Is Most Colorful

Attendance at Banquet of 100 Year Old Board Exceeds 350

By GEORGE E. WOHLGEMUTH

CINCINNATI—More than 350 persons representing fire insurance and its allied activities and city and state officials assembled in Cincinnati at a dinner to honor the 100th anniversary of the Cincinnati Fire Underwriters Association, established in April, 1938, by a small group of pioneers who wished to bring orderly practices to the rapidly growing business of fire insurance and to elevate the character of insurance transactions in the west. Cincinnati, then a city of about 40,000 population, was destined to wield a great influence in the future of the business and the General Board of Underwriters of Cincinnati was to be the first of the local boards which have added so greatly to the strength of the American agency system.

The setting for the dinner was colorful. In addition to the speakers table, a special table was set aside to honor living ex-presidents of the association, those attending being J. Gano Wright, C. C. Rothier, Carl Kleve, Nelson J. Edwards, Earl W. Wagner, Theodore Safford, W. S. Hukill, Jr., Joseph T. Dillhoff, Harry M. Alexander, William A. Earls, and Clifford W. Clemons. Mr. Wright, 83, the oldest living president, served in 1897.

George B. Wilson, president of the Cincinnati association, presided.

John A. Lloyd, secretary of Ohio Association of Insurance Agents, was toastmaster. Walter H. Bennett, secretary National Association of Insurance Agents, gave the main address, "Pioneers of Progress." Wallace Rodgers, assistant manager Western Underwriters Association, Chicago, recalled that the first informal meeting which led to the organization of the Western Union, now the Western Underwriters Association, was held in Cincinnati early in the summer of 1879, the organization meet-

(CONTINUED ON PAGE 12)

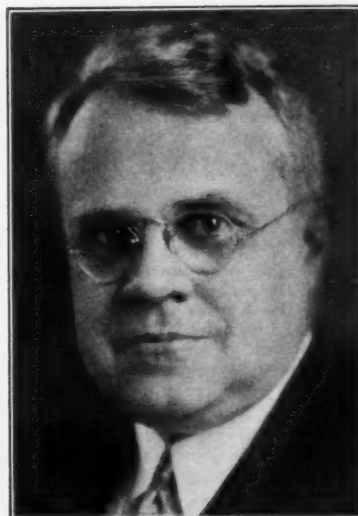
OFFICIALS OF THE WESTERN UNDERWRITERS



SAMUEL M. BUCK, Great American New President



A. F. POWRIE, Fire Association Retiring President



CHARLES H. SMITH, Hartford Fire First Vice-President



F. W. KOECKERT, Commercial Union Second Vice-President

NEWS OF FIELD MEN

Firemen's Shifts Announced

Field Changes Are Made by the New Jersey Group in Indiana, Illinois and Minnesota

Donald B. Davidson, who has been special agent under State Agent Ross A. Moore at Indianapolis, supervising the business of all companies of the Firemen's group in Indianapolis, and the Concordia and Pittsburgh Underwriters for the entire state of Indiana, is transferred to Springfield, Ill., to succeed the late Dan T. Smith as state agent for the Milwaukee Mechanics.

To succeed Mr. Davidson, J. W. Byrne of South Bend, Ind., has been appointed as special agent with headquarters at Indianapolis. Mr. Byrne was for many years with the Michigan Inspection Bureau at Detroit, and for the past 10 years has been associated with a local agency in South Bend.

E. C. Erland, who has been a special agent under State Agent O. B. Brown at Indianapolis, supervising the business of the Firemen's, Girard, Keystone Underwriters, Milwaukee Mechanics' and National-Ben Franklin in Indiana, outside of Indianapolis, is being transferred to Minneapolis as state agent for Minnesota for the Firemen's and Girard, succeeding C. P. Philippi, resigned.

J. Dudley Shouse of Indianapolis has been appointed special agent succeeding Mr. Erland. Mr. Shouse was for many years connected with the Indianapolis office of the Indiana Inspection Bureau. He will make his headquarters at Indianapolis.

Both Mr. Davidson and Mr. Erland are graduates of Armour Institute of Technology and were in the service of the Indiana Inspection Bureau prior to joining the Firemen's group.

Honor R. V. McCormick at Iowa Field Meet May 6

DES MOINES—In connection with the annual meeting of the Iowa Blue Goose here May 6, a banquet will be held in honor of Ralph V. McCormick, Davenport, who has completed 25 years of service in this field for the American of Newark.

Fred Brake, state agent Great American, is general chairman of the McCormick committee. Will Harrison, state agent National of Hartford, who has presided as toastmaster at many of the 25-year banquets, will again officiate on this occasion.

At the Blue Goose luncheon at noon May 6, special tribute will be paid Thomas A. Hites, former Iowa-Nebraska state agent of the Boston and Old Colony, who recently left Des Moines to become Wisconsin state agent of those companies.

The Iowa Fire Underwriters Association will meet that afternoon and the Iowa Fire Prevention Association will elect new officers.

Post Is Nebraska Welder

OMAHA.—At a business meeting here of the Nebraska Blue Goose, A. H. Post, Omaha manager Rain & Hail Insurance Bureau, was elected welder. Gordon M. Beals, Glens Falls, Omaha, is most loyal gander.

Harold Smith with Glens Falls

Harold D. Smith is appointed special agent in Ohio for the Glens Falls and Commerce. The territories now supervised in Ohio respectively by Special Agents B. O. Evans, C. B. Patterson, W. A. Maloy, P. A. Haas and L. A. Kenny, Jr., continue without change. Mr. Smith, who has established headquarters in the A. I. U. Temple, Columbus, was with the Ohio Inspection Bu-

reau for six years following the war. He became special agent in Ohio for the American National and Detroit F. & M. in 1926.

Mr. Smith was born in Van Wert, O. He first went into business with his father who conducted an electrical sales and construction company.

Smoke & Cinder Activities

PITTSBURGH.—Preparations are being made by the Smoke & Cinder Club for the May dance and June outing which will close its activities for this season. The dance will be held at the South Hills Country Club. The chairman is J. F. O'Connor of the Yorkshire. William Bode of the Boston is chairman for the June outing.

Millhollin with Morrison

The John K. Morrison General Agency has appointed A. L. Millhollin state agent in Nebraska, with headquarters in Omaha. E. F. Anderson continues as special agent, devoting more time to the development of hail business.

Mark W. Besack, who supervises the business in Iowa with the assistance of Special Agent R. H. Sutton, will also look after production work in Omaha and portions of eastern Nebraska as heretofore.

Jones to San Antonio

Worley Jones, formerly special agent of the America Fore in northeast Texas, has been transferred to San Antonio as special agent for southwest Texas, succeeding C. W. Spradley, who resigned to go with the Employers Fire, with headquarters in Houston.

New Jersey Field Club Meets

NEWARK—Following the dinner-meeting of the New Jersey Field Club here April 25, Chief Lone Bear, better known among his tribe as "Oh-Own-Lee Ha," will give a talk on Indian life, habits and beliefs. He is a full-blooded member of the Mohawk tribe who lives on the Indian reservation at Oneida, N. Y. Prior to the dinner, the executive committee met to pass on two applications for membership.

Plan Casper, Wyo., Meeting

The Mountain Field Club will hold a two-day meeting in Casper, Wyo., May 26-27. H. K. Rogers, chief engineer Western Actuarial Bureau, Chicago, will be the featured speaker.

Mr. Rogers will conduct a Speakers Club in Denver May 20-21, followed by a stag meeting of the Blue Goose for initiation.

The fire prevention committee of the Rocky Mountain Fire Underwriters Association has elected George B. Side, Fidelity & Guaranty Fire, to membership.

Kansans Honor Whitford

TOPEKA.—The Kansas Blue Goose held a luncheon here in honor of W. S. Whitford, vice-president Millers National, formerly Kansas state agent of the Springfield, who recently was appointed to this new position in the Chicago office. About 40 attended. Frank L. Britton, veteran Kansas field man, presented Mr. Whitford a traveling bag and told the other members of Mr. Whitford's experience for 21 years while traveling the Kansas field. Ray Priest, state agent Liverpool & London & Globe, was chairman. Mr. Whitford and his family will move to Chicago this week.

J. N. Lewis with Pattilo & Myers

John N. Lewis, a veteran in the Oklahoma field, has joined the Pattilo & Myers general agency of Dallas as Oklahoma and Kansas special agent. His headquarters will be in the First National building, Oklahoma City. Although Mr. Lewis traveled as field man

for a good many years, lately he has been engaged in the adjusting business.

Inspect Princeton, Ind.

The Indiana Fire Prevention Association is inspecting Princeton April 21, with the chamber of commerce and Princeton local agents cooperating. J. Burr Taylor, Western Actuarial Bureau, is the principal speaker.

Indiana Pond Golf Tourney

The Indiana Blue Goose will hold a golf tournament May 16 at the Broadmoor Country Club just northwest of Indianapolis.

Colorado Blue Goose Luncheon

DENVER.—The Colorado Blue Goose met for luncheon Monday to consider plans for future activities. If attendance keeps up, the pond plans to hold luncheon meetings every Monday. Herbert Helmkamp and George B. Side presided.

Minnesota Field Meeting

The annual meeting of the Minnesota Fire Underwriters Association has been tentatively set for June 22-23 at Glenwood, Minn.

California Blue Goose Stag

LOS ANGELES.—The California Blue Goose will hold its annual stag June 10 at the Riverside Breakfast Club. Insurance men of all classes are invited to attend.

Wyatt Fills Fugate Vacancy

J. B. Wyatt has joined the North America as special agent in northern Nebraska, with headquarters at 1910 Harney street, Omaha, with State Agent J. E. Bright. He takes the place left vacant by the death of O. F. Fugate. For the past several months he has been in the Nebraska field for the National American Fire of Omaha. Previously he traveled for Nolan & Co., general agency of Omaha.

The Women of Blue Goose, ladies auxiliary of the **Sundowner (Wichita)** puddle, held their monthly luncheon-bridge April 14.

Off Again! On Again and Now Gone Again

Here is a puzzle that requires a mathematical and philosophical mind to unravel.

THE NATIONAL UNDERWRITER received a telegram signed by Charles D. Dunne of Louisville, stating that he had resigned from the "Insurance Index" and as actuary for "Dunne's Insurance Reports." The telegram announced that henceforth he would not be responsible for reports or other data issued by the "Insurance Index." The telegram declared that he was not in agreement with the policy followed by the publication.

A day or two later on the stationery of "Dunne's Insurance Reports" another announcement was made by James E. Dunne, head of the organization and father of Charles D. This stated that Mr. Dunne had resigned from "Dunne's Insurance Reports" and the "Insurance Index," but he would give all his time to "Dunne's Monthly," a sales and educational magazine. The letter concluded with "the latter (Charles D. Dunne) has no connection whatsoever with the other Dunne's publications and books."

NOW THE NATIONAL UNDERWRITER is in receipt of another telegram signed by Charles D. Dunne, which reads as follows:

"I understand an unauthorized telegram was sent you telling of my resignation from the 'Insurance Index' and 'Dunne's Insurance Reports.' This is not true. I remain in the same capacity as executive vice-president of these companies. The telegram was sent by a former employee. I trust you will overlook it."

Given Recognition



EDWIN H. FORKEL, Chicago

Edwin H. Forkel of Chicago, agency superintendent of the National Fire of Hartford western department, who is made assistant manager, is very much sales-minded. He is a college man who has applied his educational endowments to successful business operations. He is one of the young men of real promise in the central west.

Companies Have Official in Charge of Tax Matters

The question of taxes has become a major one at head offices of insurance companies. With the social security act at Washington, the unemployment tax in various states in addition to the premium tax, property tax and other levies, the tax department has assumed major proportions. Every company now has a tax expert that is giving his attention to tax matters. In case of life companies many of them had to take over property under foreclosure. This means additional tax attention. There are problems in taxation that are coming up every day in connection with insurance operations and the subject requires expert and experienced attention.

Reinsurance Bureau Setup

The assuming membership of the Mutual Reinsurance Bureau of Belvidere, Ill., and Chicago now consists of Abington Mutual Fire, Berkshire Mutual Fire, Farmers Alliance of Kansas, Indiana Lumbermen's Mutual, Millers Mutual Fire of Alton, Ill., Millers Mutual Fire of Fort Worth, National Mutual of Celina, O., National Petroleum Fire of Philadelphia and Western Millers Fire of Kansas City. The combined assets are \$12,966,575 and combined surplus \$6,060,687.

Mutual Reinsurance Bureau was organized in 1920 by the National Association of Mutual Insurance Companies and Federation of Mutual Fire Insurance Companies for writing surplus lines on a pro rata basis.

E. H. Tripp, secretary of the Illinois Mutual Fire of Belvidere, is secretary-treasurer, and Donald A. Tripp, assistant secretary of the Illinois Mutual, is manager.

The management committee office is located in the head office of the National Mutual Church in the Old Colony building, Chicago.

Westchester Pays an Extra

An extra of 10 cents a share was declared by the Westchester Fire, payable May 2 to stock of record April 20.

A dinner-meeting of the **New Jersey Field Club** will be held in Newark April 25.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

GETS THE STATE'S CONTRACT

The State of Pennsylvania, second oldest fire company in the country, has appointed the Andrew Cone Advertising Agency of New York to handle its advertising, a new insurance trade paper series beginning this month. The Cone Agency now handles the accounts of a number of fire and casualty companies.

BROKERS TO HEAR RAY MURPHY

The principal speaker at the 40th anniversary luncheon of the Insurance Brokers Association of New York April 26 will be Ray Murphy, assistant general manager Association of Casualty & Surety Executives. C. L. Despard, president of the association, will preside.

RICHMOND COUNTY AGENTS GUESTS

Members of the Richmond County Association of Local Agents were guests of the Home at their regular monthly meeting. A trip through the private museum on the 12th floor of the home office and a buffet luncheon were features of the meeting. President H. V. Smith acted as host, assisted by Vice-presidents R. F. Van Vranken and W. F. Beyer and Assistant Secretaries S. A. Mehrtorf and T. M. Williams. Special Agent Fred Mersinger escorted the delegation from Staten Island.

COMMITTEE CHAIRMEN NAMED

The New York Fire Insurance Exchange executive committee has elected as its chairman, H. H. Clutia, president Northern of New York. The vice-chairman is George F. Kern of Fuller & Kern. A. H. Wittholm, vice-president Federal, becomes chairman of the arbitration or grievance committee and Oswald Tregaskis, manager Sun, is vice-chairman. J. W. Nichols, local secretary of the Queen, is reelected chairman of the rate, rules and forms committee. J. J. Magrath of Chubb & Son is vice-president.

On builders' risks revised clauses were adopted for alterations and repairs without charge and without limit as to time, except as in case of sprinklered risks. Optional use of either old or new clauses is permitted until April 1, 1939. A new rule was adopted providing for depreciation or replacement cost insurance covering the interests of lessee only and providing that this type of insurance may not be written to cover the interests of the owner. Changes were made in the mercantile schedule occupancy charge for coffee roasting establishments, standard equipment, non-fire-proof floors properly protected.

REJECT U. S. GOVERNMENT'S PLEA

The appellate division of the New York supreme court has denied the application of the federal government to be declared owner of a reputed surplus of \$1,080,399 in the United States assets of the Moscow Fire, which was taken over by the insurance department for liquidation in 1925. The contention of the government was that under the 1933 treaty, whereby this country recognized the Soviet Union, the latter pledged surrender of all of its claims here to the United States authorities. At the close of 1929 the liquidation bureau held as assets turned over by the Moscow, \$1,612,378; consisting of cash in banks, securities and deposits with the departments of New York and Ohio. The most recent report on the company submitted by the liquidator as of Dec. 31, 1933, revealed assets of but \$8,687, with no liabilities. The Moscow entered this country to transact fire reinsurance in 1900, P. E. Rasor being its United States manager.

CENTRAL BUREAU REPORTS

Earned premiums due and unpaid to fire companies at the close of November, 1937, Manager Charles Stulz of the Central Bureau of New York reports,

totalled \$14,031; to casualty companies the amount was \$67,837.

BIG FIRES IN MARCH

The New York "Journal of Commerce" in its list of March fires, includes these where the estimated loss was \$100,000 or more:

East Cambridge, Mass., coal plant, \$100,000; Pepperell, Mass., paper ware-

house, \$300,000; Camden, N. J., dime store, \$100,000; Ocean Grove, N. J., hotel, \$200,000; Paterson, N. J., department store warehouse, \$250,000; Brooklyn, Polytechnic Institute, \$100,000; Ft. Niagara, N. Y., barrack building, \$150,000; Great Neck, N. Y., apartment house, \$150,000; Mt. Vernon, N. Y., electrical appliance plant, \$150,000; Beaver Falls, Pa., five and ten-cent store, \$200,000; Herman, Pa., school, \$100,000; Johnstown, Pa., garage and 15 truck-trailer units, \$100,000; South Langhorne, Pa., hosiery mill, \$100,000; Labadieville, La., sugar refinery, \$500,000; Houston, Wadell furniture plant and nearby church, \$500,000; Snyder, Tex., school, \$100,000; Alton, Ill., two dredge boats, \$100,000; Peoria, Ill., printing plant, \$150,000; Cul-

ver, Ind., naval school boathouse, \$100,000; Ft. Wayne, Ind., two warehouses and five dwellings, \$100,000; Algona, Ia., two business houses, \$100,000; Centerville, Ia., school, \$175,000; Frankfort, Ky., distillery, \$170,000; Cleveland, passenger steamer, \$360,000; St. Bernard, O., general naval store and Vulcan Oil Company, \$250,000; Oklahoma City, cotton oil mill, \$100,000; Los Angeles, cosmetic plant, \$100,000; Nome, Alaska, machine shop and garage, \$100,000.

INSURANCE DISTRICT CHANGE

Ownership of the Woodbridge building, in the heart of the insurance district of New York, tenanted by the Aetna

Says BIG R. SALES (BIGGER SALES)

OUT on the firing line, time is money. You can't afford to waste it.

How to get the most out of your time—that's your daily problem. The real producer is ever alert to ways of increasing his efficiency.

If you were to travel the country over, study the sales methods of other progressive agents, wouldn't you uncover some mighty good ideas to convert into cash for yourself?

Of course you would!

Chances are, however, that you wouldn't do it, feeling you couldn't afford the time from your business.

But you don't have to. This constructive job has been done for you by the field staff and sales promotion department of the Millers National.

Sales efficiency methods of hundreds of successful agents have been analyzed and molded into a money-making, time-saving plan of action for you. No theory—just sound selling practices that have been tried and proven.

It's called PRACTICAL PROSPECTING.

It's designed to save time, shoe leather, and gasoline. It gives you ideas that have made money for others, and can make money for you.

Remember proper maneuvers mean a lot out there on that firing line.

Carry on!



HOW TO INCREASE YOUR SALES IN 1938!

PRACTICAL PROSPECTING, a complete, tested sales plan, gives you the plan of action.

FIRST, it shows you how to make a thorough analysis of your market—how to compile a highly potential prospect list—how to picture additional needs of each prospect on handy 3x5 cards especially designed for this purpose—how to organize your file to give you finger-tip access to this valuable market information.

SECOND, it shows you how to organize your solicitation work with no wasting of time, shoe leather, or gasoline. It gives you a simple zoning plan that enables you to cover your market in an orderly and thorough fashion.

THIRD, it shows you how to plan your campaigns year round—what coverages are particularly saleable at certain seasons—how to launch your campaigns—how to figure out proper sales quotas for yourself—how to gauge your sales effort to fill your established sales quotas.

FOURTH, it shows you how to increase your ratio of sales to calls through the scientific use of direct mail advertising—how to crack more sales on the first interview. It gives you simple instructions on how to increase your selling efficiency over the so-called "cold-turkey" method of selling.

FIFTH, it shows you how to set up an easily maintained check-up system on yourself—how to disclose your weak points as well as your strong—how to know when you are "right" and how to stay right—how to be your own sales manager in the real sense of the word.

SEE THE COMPLETE PLAN

Have this complete plan laid out before you without any obligation whatever on your part. Simply address an inquiry on your own business letterhead to the Millers National Insurance Company, Sales Promotion Dept., 175 West Jackson Blvd., Chicago.

Established 1865

MILLERS NATIONAL
Insurance Company • CHICAGO
Service Headquarters for Alert Agents

Life group and numerous other insurance companies and branch offices, changed hands in a \$3,000,000 deal.

Commerce Commission Given Reinsurance Jurisdiction

ST. PAUL—The Minnesota attorney general's office holds that the state commerce commission has jurisdiction in the related subjects of consolidation and reinsurance of domestic insurance companies. In doing so it reverses an opinion of the same office in 1929, which held that another commission had jurisdiction in reinsurance cases. This clears up a point which has confused the insurance department for several years. The commerce commission is made up of the insurance commissioner, commissioner of banks and securities commissioner.

Ellis Address in Booklet

The Fireman's Fund group has issued in booklet form the recent address by Raymond L. Ellis on stock vs. mutual insurance. The title of the 30-page booklet is "Quality Protection vs. Bargain Prices." The talk was based on an actual case involving competition of a group of mutual companies, his points being illustrated by charts and figures.

AS SEEN FROM CHICAGO

LAY STATION CORNERSTONE

Invitations to attend the laying of the cornerstone of the new fire insurance patrol station at 50th street and Union avenue are being issued by the Chicago Board to those interested in salvage work and the patrol service. The new structure will house companies Nos. 3 and 4. An impressive ceremony will precede the laying of the stone, which Jay S. Glidden, manager of the board, and Chief F. C. McAuliffe of the patrol, will attend. A number of documents, pictures, insurance publications and newspapers will be placed in the stone.

HOUSTON REELECTED IN PRIMARY

T. J. Houston, head of T. J. Houston & Co., independent adjusters, Chicago, was reelected a member of the Republican state central committee in the recent Illinois primary. Mr. Houston has served as a member for the past four years, representing the tenth district, of which about 75 percent is in Cook county and the rest in Lake county. Mr. Houston has already been named chairman of the convention committee. He was

formerly Illinois insurance commissioner, serving from 1921-23 and still attends every convention of the National Association of Insurance Commissioners. Mr. Houston has been active in the Shriners for many years and served as imperial potentate in 1922.

Two other insurance men in the Chicago district ran for committeemen, H. G. Badgerow, W. A. Alexander & Co., and H. M. Bartlett of Evanston, but were unsuccessful.

CHICAGO EXAMINERS TO ELECT

The annual election of the Chicago Association of Fire Insurance Examiners will take place Thursday evening of this week. There are two slates, one the "Blue" ticket and the other the "Red." P. W. Freilich of Corroon & Reynolds heads both tickets for president. A. Svec, Providence Washington, is on the "Blue" ticket for vice-president; J. Porich, Hanover, is secretary; A. H. Adland, Hartford Fire, treasurer. The two "Blues" for directors are Charles LaBow, London & Lancashire, and H. Baumgartner, Eagle Fire. H. H. Larson, Fireman's Fund, heads the

"Red" ticket for vice-president; E. Marchant, Springfield F. & M., secretary; Adolph Sutter, America Fire, treasurer; Paul Capps, Eagle Star, director, and Fred Humphries, Springfield F. & M., director.

The nominating committee consisted of Paul Magnuson, North America, and Ben Schulze, Great American. R. H. Erickson is the present president.

BRAERTON, BROWN IN CHICAGO

W. L. Braerton and J. Leonard Brown of Braerton, Simonton, Brown, Denver general agency, and their wives were in Chicago this week on their way to the meeting of the American Association of Insurance General Agents in Asheville, N. C. They also will visit Pittsburgh and New York before returning to Denver.

CHARLTON REJOINS WESTERN

Thomas F. Charlton, for several years with the Underwriters Adjusting, has now rejoined the Western Adjustment in Chicago.

Mr. Charlton was with the Western Adjustment for 18 years prior to 1926, his last assignment being branch manager at St. Paul. He is considered one of the foremost adjusters of the central west.

ZIMMERMAN TO ADDRESS CLUB

C. J. Zimmerman, Chicago general agent Connecticut Mutual Life, and secretary of the National Association of Life Underwriters, will give an address before the Chicago Insurance Club in the Chicago Board auditorium, May 3. He will speak of life insurance and link it up with fire and casualty insurance work.

R. A. Parker, assistant manager Chicago Board, will address the May 3 meeting of the club on the merchandise and fixture form.

Boston Wants Agents' Meeting

SPRINGFIELD, MASS.—President Harvey E. Preston of the Massachusetts Association of Insurance Agents is a busy man these days gathering data and information calculated to impress the executive committee of the National Association of Insurance Agents that Boston is the city which should entertain the annual convention of the National association next fall. Boston will make a strong bid for the convention.

Head of the House



CHARLES F. THOMAS

Manager Charles F. Thomas of the Western Underwriters Association with executive office at Chicago is the dynamo that generates the electricity for his organization. He is the right man in the right place, a diplomat, possessing a genial, warm personality, one who knows the business and knows the men.

WHY NOT ALL of your clients' business?

There is only one way to build a fence around a client, and that is to convince him of the advisability of having one man handle all of his Insurance, and that *you* are the one best qualified.

There is a way that you can demonstrate your capability without any possibility of giving offense. We offer this plan to our Agents—present, and prospective.

THE AMERICAN GROUP, NEWARK, N. J.

Fire Companies

THE AMERICAN

THE COLUMBIA FIRE

DIXIE FIRE

COMPANIES

Franklin Fire Men Promoted

John Glendenning, C. Harry Smith and Howard H. Lukens Are Given Recognition by Philadelphia Company

John Glendenning, secretary of the Franklin Fire in charge of the Philadelphia office, has been elected vice-president and secretary. C. Harry Smith, associate manager of the Philadelphia and suburban departments, becomes secretary. Howard H. Lukens, in the finance department at Philadelphia, was elected assistant secretary. Mr. Glendenning entered the employ of the Franklin as an office boy in 1910. Fifteen years later he was made assistant manager of the Philadelphia and suburban departments when Harold V. Smith, now president, was manager. In 1929 he succeeded Mr. Smith as Philadelphia manager. He was elected secretary in July, 1929. His entire business life has been with the Franklin.

Mr. Smith started his insurance career in 1917 with the Philadelphia Fire Underwriters Association. After war service in France he was associated with the Fire Association and later with the America Fore. He went with the Home group in June, 1935, as assistant manager at Philadelphia. In May, 1936, he became associate manager. Mr. Lukens resigned from the Fire Underwriters Association to go with the Franklin in June, 1917. He served as special agent in the Philadelphia suburban field. In 1934 he was transferred to the finance department.

Mannos Heads New Company

Paul Mannos is president of the Allied Canton Mutual Fire of Boston, which was recently organized and has just been licensed in its home state. T. C. Crean is vice-president and H. L. McKennison is secretary-treasurer.

The Allied Canton Mutual Fire is brought out by the Canton Mutual Liability, which writes a considerable volume of automobile liability business under the Massachusetts compulsory insurance law. The licensing of Allied Canton Mutual Fire was one of the last official acts of former Commissioner DeCelles.

Rubin L. Rose, who is president of Canton Mutual Liability, is one of the directors of the new fire company, the others being W. L. Sullivan, A. F. Spinelli, Samuel Cooper, H. B. Morse, James Roche and Charles Peers.

Mr. Crean is vice-president of Canton Mutual Liability.

To Sell Public Fire Assets

NEWARK—Harold W. St. Clair, special assistant deputy commissioner of New Jersey, in charge of the liquidation of the Public Fire of Newark, has announced that its assets will be sold at public auction May 9.

Franklin's Dividend

The Franklin Fire will pay the usual 10 cent extra dividend in addition to its regular quarterly dividend of 25 cents a share.

Knickerbocker's Dividend

The Knickerbocker will pay a quarterly dividend of 12½ cents a share as compared with 20 cents the previous quarter.

Dauwalter, Menard on Circuit

NEW YORK—F. S. Dauwalter, director, and A. R. Menard, assistant director, of the Business Development Office, will attend the mid-year meeting of the National Association of Insurance Agents, at Hot Springs, Ark., during the week of May 1. Thereafter Mr. Dauwalter will go to Asheville, N. C., to be

on hand for the annual gathering of the American Association of Insurance General Agents, and the meeting of the North Carolina Agents Association at the same center. May 11-12 he will be in Rock Hill, to meet members of the South Carolina agents association. Mr. Menard will attend the annual meetings of the Louisiana, Texas and Mississippi associations.

B. D. Meetings Scheduled

Business Development meetings are scheduled for Omaha, April 25; Sioux Falls, S. D., and LaFayette, Ind., April

26; Durango, Colo., Creston, Ia., and Broken Bow, Neb., April 27; Fort Dodge, Ia., May 3; Terre Haute, May 10; Woodward, Okla., May 11, and Ottumwa, Ia., May 18.

Rhyan on Long Tour

NEW YORK—W. R. Rhyan, secretary of the North British & Mercantile in charge of inland marine and specialty lines, following his recent return from a trip through the south, will leave shortly on an agency tour that will take him as far as the west coast. His first stop will be Detroit and thence to Chi-

cago. He will go to Hot Springs, Ark., to attend the mid-year meeting of the National Association of Insurance Agents. Then he will go to San Francisco. He will probably be away from New York six weeks. At Detroit and Hot Springs Mr. Rhyan will be accompanied by Secretary S. T. Shotwell, head of the automobile department, and W. J. Traynor, publicity director. They will maintain quarters in the Arlington Hotel at Hot Springs.

The Transportation of Chicago, running mate of the Continental Casualty, has been licensed in Nebraska.



BALANCED TEAMWORK

Ever handled a paddle—bow or stern—in fast water? It takes a quick eye to dodge submerged rocks . . . strength to push around a fallen tree . . . and above all, balanced teamwork to take the canoe through safely.

Teamwork—why do we talk so much about it? Simply because we believe that nothing is more important to an agent than full cooperation from his company.

It is so much easier when he can count on the help of capable, willing fieldmen

backed up by a home office that has real understanding of agents' problems.

The Agricultural and the Empire State give the type of service agents want. That we do is indicated by the fact that so many of them call us "friendly folks." And our aim is to live up to that nickname in a practical way.

Won't you ask our agents about us? Then—when you are ready for another dependable stock company, you will have our story in advance.

Agricultural
Insurance Company
of Watertown, N.Y.

Empire State
Insurance Company
of Watertown, N.Y.

Golf Shots Driven from White Sulphur Springs

John Rygel, assistant manager of the Hanover, was in bad shape when he left Chicago for the White Sulphur Springs meeting of the Western Underwriters Association, thinking he had a touch of ptomaine. Late Saturday afternoon his right leg began to swell. A physician was summoned. Mr. Rygel was taken to the hospital. A nurse was gotten and he ran a high temperature. By Sunday morning, he was greatly improved and was able to attend the meetings Tuesday.

The advance guard went to White Sulphur to play golf. Insurance Director Ernest Palmer of Illinois joined the delegation consisting of A. F. Powrie, Fire Association, W. U. A. president; E. A. Henne, America Fore and J. C. Harding, Springfield F. & M., both ex-presidents; Secretary C. F. Thomas, W. U. A., C. M. Hayden of Chicago, vice-president Glens Falls.

Governor Henry Horner of Illinois and his entourage arrived Tuesday. Scott W. Lucas, Democratic nominee for U. S. senator, States Attorney Courtney, Cook county and other influential politicians were in the party. Insurance Director Ernest Palmer, who planned to leave Monday night, stayed over to join his conferees. Governor Chandler of Kentucky spent the Easter time at White Sulphur.

H. W. Chesley, Jr., connected with Swift & Co. in New York City, and his wife, sojourned for a couple of days at White Sulphur, visiting the assistant

manager of the Western Underwriters Association and getting the fatherly admonition, counsel and Easter benediction.

President Geo. C. Long, Jr., of the Phoenix of Hartford, who until his elevation to his high office, was the executive in charge of the west and was an important factor in W. U. A. councils, returns at meeting times to meet his old time associates. He was accompanied by Vice-president F. K. Hatfield and Geo. W. Holton.

Vice-president E. J. Sloan of the Aetna Fire, bronzed and ruddy from golfing with no headgear, seldom attends a W. U. A. meeting, but was on this year.

Ex-presidents of the Western Underwriters Association, active in the service, attending the meeting were J. C. Harding, Springfield F. & M.; G. H. Bell, National; J. M. Thomas, National Union Fire; W. D. Williams, Security of New Haven, and E. A. Henne, America Fore.

M. B. Ignatius of the New York City law firm of Cabell, Ignatius & Lown, mingled with the officials.

The members were delighted to greet Wilfred Kurth, board chairman of the Home, and Mrs. Kurth. He is much reduced in weight and looks very fit.

George Grear of the Chicago law firm of McKinnie, Polonie & Grear, reached the higher brackets in putting. He made one putt on eight greens, hitting the cup 25 or 30 feet away. His partners, R. J. and Hendrik Polonie, were present to crown him for his achievement.

J. C. Bagby, Chicago manager Commercial Union, spent a night and part of the day at the Greenbrier. He is just recovering from a seven weeks layup with streptococcus infection, had his car shipped to White Sulphur and from there he started on an eastern and southern automobile trip. He had time for a conference with Manager F. W. Koeckert and Secretary Oscar Gleiser.

R. B. McClure of Chicago, branch manager of the Royal Exchange, made his bow to a W. U. A. meeting. He supervises six states. He was taken in hand by U. S. Manager Ehlen and General Agent William Kelley.

H. L. Wayne, New York City, secretary Inland Marine Underwriters Association, was one of the astute golfers.

E. D. Lawson, new western manager Fireman's Fund, and H. L. Grider, just elected manager Western Factory, were receiving congratulations from all sides.

President A. R. Small of the Underwriters Laboratories, and Mrs. Small were lookers on at the assemblage.

President Montgomery Clark of the Hanover, and Mrs. Clark, after a trip to the coast came to White Sulphur from Chicago. They were accompanied by Vice-president and Mrs. W. K. Maxwell and Secretary John Rygel from the Western department. Vice-president A. E. Gilbert was on from the head office.

Forrest R. Geneva, from the business department of the Des Moines "Register-Tribune" that carried on an advertising campaign for stock companies, was on hand.

President O. E. Lane of the Fire Association and Mrs. Lane, drove down from Philadelphia, stopping at Sweet Brier, Va., to visit their daughter, Martha, who is in college there. She accompanied them to White Sulphur.

Vice-president J. O. Platt of the North America attended this year as did President Morton T. Jones, Kansas City F. & M.

C. A. Ludlum of New York City, retired vice-president of the Home and

former Western Underwriters Association president, ever loyal to the fraternity, mingled with the officials.

A. W. Spaulding, advertising and publicity manager Hartford Accident & Indemnity, is here arranging for its big jubilee anniversary for those who qualify for attendance October 3-5.

The annual meeting of the American Association of Advertising Agencies is being held here.

Buck Is President of Western Body; Smith Next Man

(CONTINUED FROM PAGE 3)

sending the best prospect for increasing premium volume.

"Our public relations work in ordinary territory has passed from the academic stage to a militant, aggressive and successful advance in quest of premiums and prestige for our agents and our companies. With the notable exception of Iowa, progress is most marked in states where clear agencies abound.

Excepted Cities Are Barren

"The excepted cities are barren wastes as far as this work is concerned. While we have had to develop on a trial and error policy, we believe the idea of beginning with our own people was best and that the work is now on a sound basis of plans for at least a year in advance and that the program is economical, aggressive and progressive; that it will result in holding as well as reclaiming premium accounts that make the enterprise a profitable premium producer.

Self-Government Practical

"For nearly half a century the business of fire insurance in the middle west has voluntarily imposed upon itself regulation based on self-government of its internal affairs. Ours was one of the very first of the great business enterprises to set up and enforce a code of principles and ethics, self-imposed, for the conduct of its operations.

"Its accomplishments are in precise ratio with the degree of cooperation of members with each other. Our methods and objectives have been introspective. Our improvements and expansions have been internal.

Hearty Cooperation Needed

"Cooperation among ourselves to establish and maintain confidence between each other in groups is no longer sufficient and, likewise, the lack of confidence in each other in respect of our own individual interests in our own affairs will only put the great business of fire insurance in jeopardy of its rightful position as the keystone in the commercial and financial structure of the American system of business.

"The best leadership and statesmanship our business can bring forward will not of itself avail. The call is for cooperation in and support of principles by each member, not only for the advancement of the association as such, but also to promote the scope and influence of fire insurance as a great business and to demonstrate that fact to the insuring public.

Responsibility Is Great

"Our responsibility is as heavy as is our long experience in organization, our vast machinery, our army of mobile forces of field men and bureau employees and our tremendous stake in the swift evolution which we can neither stem nor control. Opportunity is the measure of our responsibility. If individually we default or ignore our obligations by yielding to the lures of expediency and selfishness for momentary gain or advantage, we shall not long be able to hide from the public our bad faith toward each other and the moral lapse has a significance and effect beyond merely the injury to a friendly competitor or associate. It is, in truth, the sowing of seeds which produce dis-

respect and lack of confidence toward the business as a whole.

"If unqualified support of sound principles, good faith and cooperation with each other through association effort is demonstrated as the outstanding characteristic of our constant contact with other businesses, fire insurance will take its proper place as a great institution, fairly rendering an indispensable service to commerce, industry and finance in such form and on such terms as to provide a pattern of leadership to others, in consideration for which a profit will be neither uncertain, incidental nor subject to apology.

Cause of Deviations

"As outlined to you in previous reports to the membership, commission deviations for the most part arise in respect of individual risks of classes or as to certain agencies. The greater volume of our business in the middle west is free of commission demoralization and most of the commission violations are specific in their approach and attack.

"It is difficult to determine whether there is a decrease in the resistance of company managements or an improvement in the technique of agents and brokers but, in either event, there seems to exist a hearty willingness to pay more commissions in any case where artfulness and ingenuity can set up an exception to or an exemption under the rules.

Regulation Less Effective

"This condition has the effect measurably to strengthen commission regulation generally on those classes of agency business which are clearly defined and with respect to which no subterfuges or artifices are easily set up. In many of the larger cities and in respect of business controlled by leading brokerage offices commission regulation is surely and steadily becoming less effective.

"The advent of broader contracts such as extended coverage and all risk household goods policies is having a generally stabilizing influence on agency commissions in ordinary territory. As to all the business over which the association has supervision there has been in my opinion no major change or trend from the commission situation as it existed at the time of our last annual meeting."

C. H. Smith Vice-president

Charles H. Smith of Smith & Wheeler, western managers Hartford Fire, was chosen first vice-president which puts him in line for the presidency. F. W. Koeckert of New York, U. S. manager Commercial Union, was made second vice-president. C. F. Thomas was re-elected secretary.

The main topic was what course to pursue as to the Uniform Printing & Supply Co. It was voted to leave the whole matter in the hands of the governing committee with power to act.

There has been much controversy over the Uniform Printing & Supply Co. It has expanded considerably beyond its original bounds but has been profitable. Some see no reason for any curtailment. Others desire a return to its pristine form. Still others propose that it be leased to some private concern or disposed of entirely.

Heretofore there has been a uniform rule followed as to the collection of agency balances far in arrears. The delinquents were reported to field clubs and committees were assigned. Some times it was discovered that while a few companies were not paid from the date of the reported arrears, others had collected more closely. It seemed that some companies deliberately had extended undue credit, expecting to get their money when the committees acted. The governing committee was authorized to suspend the rule where it seemed desirable.

Local Board Cooperation

Attention was called in the governing committee's report presented by Chairman J. C. Harding, Springfield F. & M., to the appeal of local boards to check indiscriminate appointment of agents. The committee stated its relationship

Special Services for Insurance Companies

APPRAISERS

MAYER & JOHNSON

Appraisers
BUILDINGS EQUIPMENT MACHINERY FIXTURES
INVENTORIES
Insurance Exchange Building, Chicago
Wabash 9323

CONFIDENTIAL REPORTS

NATIONAL SERVICE & APPRAISAL CO.

GUARDIAN MERCANTILE AGENCY
HILL'S REPORTS, INC. ORGANIZED 1895
Harold L. Bredberg, Manager, Ins. Div.
150 Nassau St. 209 W. Jackson Blvd.
New York Chicago
Insurance Inspections — Claim Investigations
FIRE — CASUALTY — LIFE

COURT REPORTER

ROY E. FULLER and Associates

Shorthand Reporters • Notaries
105 West Madison Street, Chicago, Illinois
State 5806
Established 1910

You are invited to telephone or telegraph at our expense, reserving dates for Depositions in the Chicago area.

HANDWRITING EXPERT

RUDOLPH B. SALMON

30 North La Salle Street
CHICAGO, ILLINOIS
EXAMINER OF QUESTIONED DOCUMENTS
Forgeries, Alterations, Inks, Typewriting, Anonymous Writings
22 Years of Examination & Court Experience

LEGAL DIRECTORY

Hine's Insurance Counsel

Serves the Insurance Companies, Transportation Lines and Self-Insurers
First National Bank Building
CHICAGO
HINE'S LEGAL DIRECTORY, INC.
Established 1908
EDWARD E. COLLINS, Manager

with such organizations was more cordial and closer and hence requested that companies voluntarily respond to reasonable requests.

In St. Louis there has been a rule that where a company had a supervising agent all class two agents business must be reported through such medium. It was decided to change this so that it can be reported either through the supervising office or direct. There has been a St. Louis rule that class two agents would not write in the principal central business district. The governing committee suspended this rule and now these agents can write in the district.

The situation at Louisville was taken up as to commissions. The governing committee reported it had held conferences with Louisville agents. There is no bar legally in dealing with commissions in the state and the Louisville Board is friendly to a uniform agreement. Discretionary power was vested in the governing committee to devise a commission schedule including a contingent factor.

Clear Agency Stand

The organization reaffirmed its belief as to clear agencies and stated the successful consummation of the rule meant constant and vigilant attention.

The governing committee declared companies are still pressed for financial contributions of all sorts that have no bearing on the business. Attention was called to the rule prohibiting all such.

President J. M. Thomas of the National Union Fire read the memoirs in tribute to the late C. R. Street, vice-president Great American.

The Subscribers Actuarial Committee met Tuesday morning presided over by Chairman E. A. Henne, America Fore. Attorney R. J. Folonig of Chicago elucidated some features of the report.

There was no business session Tuesday afternoon. President A. R. Small, Underwriters Laboratories of Chicago had its sound film "Approved by the Underwriters" or "Testing for Safety" shown Tuesday night at the hotel.

Business Development Report

J. C. Harding, Springfield F. & M., chairman public relations committee, stated there have been 98 joint field and local agency Business Development meetings since the fall gathering. Twenty are scheduled for the rest of April and May. There have been 226 meetings in 15 months. More than 20,000 insurance people attended. Some 1,600 talks were given. There are 173 zone committees in 15 states. All states except Tennessee have completed the first part of the program which was to give a more complete understanding of stock insurance among agents and field men and to cause maximum use of material distributed.

The second part is designed to provide material of a more specific and sales nature, the subjects being "Fundamentals of Selling," "Futility of Price Appeal," "Organized Sales Campaign," "Vulnerable Aspects of Our Own Sales and Services."

It is hoped to have committees call on every non-stock policyholder in every point undertaking the program. An effort will be made to convince the people of the value of good local agency service. The report pointed out the beneficial results so far derived from the campaign. A careful tabulation shows that companies in the enterprise gained 5.55 percent in premiums as compared with 4.07 for all carriers. Stock companies wrote 87.9 percent of the premiums last year, mutuals 11.1 and reciprocals one. The results the year before were 87.7, 11.1 and 1.2 respectively.

E. A. Henne, America Fore, presented the report of the Cook County Loss Adjustment Bureau, showing 37,931 losses handled last year with \$7,105,777 paid out. That was an increase of \$300 over 1935 which was the low figure. The adjustment situation in Cook county, the report said, shows improvement. With fewer losses, there is more com-

petition to handle them which makes some adjusters difficult to control. There are odd claims presented under the comprehensive, riot and explosion policies, showing some do not understand the coverage.

The average daily automobile thefts were 10.7 last year. A majority of cars are recovered. The pilferage situation remains about the same. Radios sometimes are hard to recover with no identification features. Collision losses increased. Adjusters have trouble at times with assured dealers and finance companies on adjustments. A rule has been established that where a claim for

\$50 or more is made an estimate is secured from the dealer and a check up is gotten from an independent shop or dealer.

S. H. Quackenbush, Crum & Forster, reporting for the committee on order of business, stated that President Powrie showed a fine grasp of conditions in his address. There has been an improvement in rating methods. The bureaus are sympathetic with the aims of the organization. It was recommended that all members be bulletined on all legislation pertaining to clear agencies.

S. M. Buck, in reporting for the Chicago committee, said there are com-

plaints made but the results show improvement.

G. C. Long, Phoenix of Hartford, for the inland marine committee, called attention to the progress of this department, saying its function is not to invade the fire insurance field but develop new sources of premiums. The year showed a healthy increase in inland marine and all risk operations. All the incoming officers were loudly applauded as they acknowledged the honor paid them. President Powrie sang his swan song.

The semi annual meeting will be held the third week of September.



When Nature cuts up, Hartford Insurance heals



That is the message conveyed by Hartford national advertising to local property owners everywhere. It is amplified to show that fire insurance alone is insufficient and that a simple endorsement on the fire policy broadens it to include damage by hail, lightning and windstorm as well as from man-made causes — by aircraft, motor vehicles, explosion, riot and civil

commotion. To you this is simply a description of the essential protection offered by the Extended Coverage Endorsement. In the minds of the millions who read the Hartford's advertising it creates a realization of a need for extended protection. Also the acceptance of this fact — that the local Hartford Agent is a good man to ask to provide this service.

Hartford Fire Insurance Company

—and Hartford Accident and Indemnity Company write practically every form of insurance except life insurance
HARTFORD, CONNECTICUT

Illinois Launches Searching Quiz on Finance Line

(CONTINUED FROM PAGE 3)

..... percent; commercial cars percent.

4. How long have you written the account?

5. Give net premiums written, losses incurred and commission or brokerage (including contingents and other allowances) paid to producing agent or broker during each of the last three years the account has been carried.

Splitting Commissions

6. Does agent or broker to your knowledge give or allow a commission, brokerage or any other consideration directly or indirectly to the finance company?

7. What part of the premiums paid for insurance are directly or indirectly paid, returned or allowed to the finance company or anyone connected with the finance company?

8. Does the finance company adjust any losses under the account and, if so, what adjustment fees are allowed?

9. Are losses adjusted with finance company or with purchaser?

10. Are specific individual car rates as filed by you in this state averaged or changed in any way by finance company for presentation to dealers or purchasers on charts prepared to show financing charges?

How Business Is Reported

11. Is business under the account reported to you by bordereau or by individual daily report or certificate?

12. Have all premiums written during each year the account has been carried been reported to you on a gross basis or on a net basis after having deducted commissions, brokerage or other

allowances to agents, brokers or finance companies?

13. How is insurance handled with respect to repossessed cars?

14. Is the account written under a master policy with certificates or under individual policies? If under a master policy, submit full copy of policy and complete set of certificates.

16. Is any part of account written on a single interest basis? If so, submit copy of policy and rates.

17. Does agent, broker, or finance company issue certificates or are they issued by the company? Are certificates countersigned and, if so, by whom?

18. Are certificates or policies issued for a term longer than one year? If so, on what basis?

19. Has the full premium charged for each coverage been shown on each policy or certificate issued?

Selection of Business

20. Does your contract or agreement with the finance company limit in any way your privilege of refusing individual deals or offerings?

21. Does finance contract include insurance in states other than Illinois?

22. If account was on your books prior to effective date of Illinois insurance code what was the basis of rate for each of last three years prior to that date?

23. In event of cancellation of insurance covering the purchasers interest for any cause, is the full return premium paid to the purchaser?

I. C. C. Outlaws Shippers Cargo Insurance Plan

(CONTINUED FROM PAGE 3)

all of the advantages of the present system could be preserved if the motor carriers were to obtain I. C. C. authority to establish reduced rates based on released values, the reduction providing reimbursement to the shipper for the

cost of insurance covering liability beyond that assumed by the carrier. The packers contended that they were not in a position to force the motor carrier to file released rate applications with the I. C. C.

In the early stages when the shippers cargo policy was being challenged, Joyce & Co. developed a device which they contended overcame the objection. The shipper goes through the motion of stating to the trucker: "I will procure for your account insurance on cargo you haul for me." The shipper directs the trucker to write to Joyce & Co. to "procure for my account insurance covering shipments of A company."

The trucker sends an order to Joyce & Co. drawn on the shipper, advising the shipper to pay to Joyce & Co. the cost of such insurance out of any monies which the shipper owes the trucker for freight charges. Under this device, the truckman is the assured, Joyce & Co. contended.

Centenary Party in Cincinnati

(CONTINUED FROM PAGE 5)

ing being called for the fall of the same year in Chicago. Several of the Cincinnati managers, notably F. C. Bennett of the Aetna and H. M. Magill of the Phoenix were active in organizing the association. Mr. Rodgers paying tribute to the part Cincinnati played in its formation. He read from the minutes of the first meeting.

Congratulatory telegrams were read from H. A. Clark, president Western Insurance Bureau, Chicago, and A. F. Powrie, president Western Underwriters Association, who was at White Sulphur Springs attending that organization's annual meeting. Mr. Clark and Paul L. Haid, president Insurance Executives Association, were scheduled to be present, but could not attend at the last moment.

Mayor Stewart Speaks

Mayor James G. Stewart of Cincinnati extolled "the energy, initiative, and ambition which motivated the founders of the city and its early business enterprises," declaring those qualities today apparently "were no longer considered desirable by our present political leaders." City Manager C. O. Sherrill said that the dominant philosophy today, in contrast with that of 100 years ago, is "to chisel something out of the government without doing anything for it."

Superintendent R. L. Bowen of Ohio spoke humorously of some answers which had been given in answer to the agents' license examination questions. T. B. Sellers, manager Ohio Inspection Bureau, Columbus, and Barney Houston, chief Cincinnati fire department, spoke briefly. Captain C. J. Ader of the Underwriters Salvage Corps, Cincinnati, and C. C. Atwell, manager Ohio Audit Bureau Columbus, took bows. The humorous tale "As I See It" of Douglas Malloch, Chicago, was greatly enjoyed.

Guests included: M. W. Boedeker, president, and Peyton Bethel, secretary, Louisville Board; J. W. Barrett, vice-president, and S. J. Horton, secretary-treasurer, Insurance Board of Cleveland; H. S. Martin, national councillor for the Ohio Association of Insurance Agents, Toledo; Austin McElroy, president Ohio association, Columbus; Raymond Rhoads, assistant to superintendent, W. A. Robinson, actuary, L. U. Jeffries, warden, A. B. Gruner, examiner, and Louis Blakemore, deputy superintendent, Ohio department; Edwin H. Forkel, assistant manager National Fire of Hartford, Chicago; V. L. Montgomery, as-

sistant manager North America, Chicago; C. R. Hartwell, Western Factory Association, Chicago; W. O. McClelland, vice-president and secretary American National, Columbus; William C. Dent, assistant secretary Potomac, Philadelphia; A. C. Hawes, secretary-treasurer, Cincinnati Equitable; T. J. Hoar, secretary Hamilton County Mutual Fire, Cincinnati; A. W. Barthelme, marine manager National Union, and J. H. Tuke, secretary Sun Mutual Fire Cincinnati.

A reception was held prior to the dinner. One of the distinctive features of the printed program was the membership of the governing committee of the Cincinnati association in 1838 and 1938. In 1838 the committee consisted of John P. Foote, president, Walter Goodman, vice-president, Ephraim Robbins, secretary-treasurer, John Young and Thomas Newell. The 1938 roster is George B. Wilson, president, Edward B. Dillhoff, vice-president, Joseph F. Schweer, secretary-treasurer, Max Bernstein, Thomas T. Bryant, and Thomas M. Geoghegan.

A high spot of the dinner was the bringing in of the illuminated ice letters "CFUA 106 Years."

M. W. Boedeker, president, and Pelton Bethel, secretary-treasurer Louisville Board, took bows. The Louisville Board was established in 1854.

Fieldmen from all parts of the state turned out in large numbers for the dinner.

D. E. Harrod, Cleveland, "92 years young," took a bow.

Wallace Rodgers, assistant manager Western Underwriters Association, was moved up in the program so that he could catch an early train for White Sulphur Springs, where the annual meeting of the association was held.

Bennett Speaks on Taxes

Taxation and highway safety were the principal points covered by Mr. Bennett. After reviewing the historical significance of the day and commenting on the early history of the Cincinnati Board, Mr. Bennett pointed out that there are 182,839 political units with powers of taxation in the country, each one interested in balancing its own budget and not timid about imposing all taxes the traffic will bear. Of these taxes, 70 percent are hidden and insurance contributes a large proportion of these hidden levies. Mr. Bennett quoted figures from the U. S. Chamber of Commerce, showing that in 1936 total reported taxes on insurance were \$98,000,000, of which only 1/20th was allotted to service to policyholders, the rest going into the general treasury. In Ohio, the total tax was \$6,429,174, of which only 1/35th was allocated to state supervision. By way of relieving the tax burden, Mr. Bennett maintained that tax exempt bonds and incomes of governmental employees should and must be taxed.

Turning to the problem of highway safety, Mr. Bennett declared that the only solution is to get at the source, reaching the individual driver and his personal habits, particularly by enforcement of license regulations, examination of individual cars and adequate highway controls. The \$700,000,000 gasoline taxes collected by the different states and the \$185,000,000 by the federal government would provide ample funds to make the highways safe, if they were not diverted from their proper destination.

Compulsory liability insurance, or compulsory compensation insurance for highway claims, Mr. Bennett declared, cannot reach the root of the problem. Irresponsible drivers become even more careless of the lives and property of others once they know they are protected financially from any accident. Insurance companies should not be required to stake their funds at the whim of unfit drivers and the state cannot afford to do so.

In a world gone mad with dictatorship, Mr. Bennett concluded, the century record of the Cincinnati Fire Underwriters Association is ample proof that the United States is in no such danger. A totalitarian government would have

STANDARD INSURANCE COMPANY OF NEW YORK

Head Office: 80 John Street, New York

J. A. KELSEY, President

C. L. HENRY, Secretary

G. Z. DAY, Vice-President

STATEMENT DECEMBER 31, 1937

Capital	\$1,500,000.00
Premium Reserve	1,565,471.71
Other Liabilities	256,133.87
†Voluntary Contingency Reserve	53,281.17
Net Surplus	2,968,397.34
*Total Assets	\$6,343,284.09

*Bonds and Stocks valued on New York Insurance Department Basis.
†Voluntary Contingency Reserve to adjust Surplus to Market Valuation Basis.
Securities carried at \$45,286.73 in the above statement are deposited in various States as required by law.

Chicago Branch: 175 West Jackson Blvd.

Alfred J. Couch

Manager Brokerage and Cook County Depts.

INSURANCE OPPORTUNITY

Nationally operating progressive fire insurance company opening Western headquarters in Chicago has position for ambitious young man with field or office insurance experience. Unusual opportunity for right man.

ADDRESS H-54, NATIONAL UNDERWRITER

liquidated such an organization years ago, and the same fate would have befallen the National association and all other free institutions.

Particularly noteworthy in the record of Cincinnati insurance, according to Mr. Bennett, is the way in which the insurance interests recovered from the blow of losing the western department company headquarters. The migration to Chicago was an inevitable concomitant of economic shift, but insurance men of Cincinnati, undaunted by circumstances, succeeded in keeping the city one of the most important insurance centers in the entire country.

President Wilson's Address

In his welcoming speech, President George B. Wilson declared that it was very fitting that the 150th anniversary of the founding of the Northwest Territory should coincide with the 100th anniversary of the pioneering of the Cincinnati association. Organization of local companies, he stated, had begun in Cincinnati about 1818 and within five years eastern companies were appointing agents. Both tendencies increased rapidly and 71 companies were operating in the Ohio valley by 1838, when the parent organization, the General Board of Underwriters, was established. The name was changed to the Board of Underwriters of Cincinnati in 1851, to the Cincinnati Underwriters Association in 1897, to the Fire Underwriters Club of Cincinnati in 1906 and to its present name in 1917.

The present work of the board, Mr. Wilson declared, has been to raise the standards of the insurance business through education and to spread the gospel of fire prevention. It is sponsoring educational courses at the University of Cincinnati and is cooperating with the chamber of commerce in fire prevention work.

A resolution of congratulations from the Insurance Board of Cleveland, holding its 92nd annual meeting, was read.

Late News from the Casualty Field

Kemper Group Expands Educational Activities

David S. Butler, who for the past few months has been located at Syracuse as upstate New York sales supervisor for Lumbermen's Mutual Casualty and American Motorists, has been transferred to the Chicago head office where he will supervise the educational activities of the James S. Kemper companies.

The educational program of the Kemper organization is being expanded rapidly. Last year a training school for recent college graduates, known as the "Mutual Insurance School," was inaugurated under the direction of F. G. Dickinson of the University of Illinois. The school consisted of a series of lectures covering the major phases of the fire and casualty business. It was considered such a success that the management decided to repeat it this summer with about 65 college graduates in attendance and to augment the program with an agents training course.

Mr. Butler has had extensive experience in the business. He graduated from Harvard in 1909. He served as assistant secretary of the Twin Mutuals of Boston in charge of advertising and sales promotion. He joined the Kemper organization in 1931 and was sales supervisor in Philadelphia until he was transferred to Syracuse last year.

Rindge Again Discharged

LOS ANGELES.—S. K. Rindge, indicted director of the old Pacific Mutual Life, won a discharge through a decision

by Federal Judge Cosgrave.

Rindge was the only one of the 15 indicted who refused to waive his right to extradition and resisted removal to Arizona. After a hearing, United States Commissioner Head held there was no probable cause for his being tried and ordered his discharge. Government attorneys then filed an action before Judge Cosgrave, asking for a warrant of removal and order of commitment for Rindge. Judge Cosgrave has now ordered the discharge of Rindge.

The decision releases Rindge from all custody of federal officials in California, but does not preclude his arrest and being compelled to face trial should he enter Arizona. Federal court officials here, following the decision, however, predicted the indictment against Rindge would be dropped.

When the motion of W. H. Neblett to dismiss Commissioner Carpenter of California as conservator of the company came up for argument it was postponed by Superior Judge Wilson until April 27.

Los Angeles Casualty Men Review Varied Topics

LOS ANGELES—The Casualty Association of Los Angeles at its monthly luncheon meeting considered the new boiler inspection ordinance now before the city council for consideration; the subject of lay adjusters practicing law, educators' protests relative to safety changes on buses and the new fire, theft and collision manual and rates.

It stated that ultimately under the boiler inspection changes proposed, the insurance companies would pay for all inspections by the board of mechanical engineers, and that as it now stands the new act would give the board power to inspect everything from a teakettle up.

In the lay adjusters discussion, the points brought out at the meeting of the Casualty Adjusters Association were reviewed.

President Hugo H. Methmann said the safety changes ordered on school buses could have been effected much more cheaply had the insurance carriers been consulted.

Opinion seemed to be that the new fire, theft and collision rates and manual need considerable clarification as to their application.

State Farm Maryland Meeting

A Maryland state meeting of the State Farm companies of Bloomington, Ill., was held in Baltimore with about 50 agents in attendance. A. W. Tompkins, agency vice-president, and R. Lee Sellman, Maryland state director, were the speakers. Mr. Tompkins talked on "The Qualifications of a Good Agent."

Reid Back from Florida

A. Duncan Reid, president Globe Indemnity, arrived at his office Monday from a vacation outing in Florida.

Pick Four for Home Office Trip

BOSTON.—The Employers Liability announces its selections to make the annual pilgrimage the coming summer to the home office in London as guests of the company. Chosen to make the trip this year are Superintendent A. P. Ballard of the reinsurance department, Superintendent Richard Murray of the forms department, J. H. Johnson of the bonding department and Elizabeth Smith of the Ediphone department. They will spend several weeks abroad.

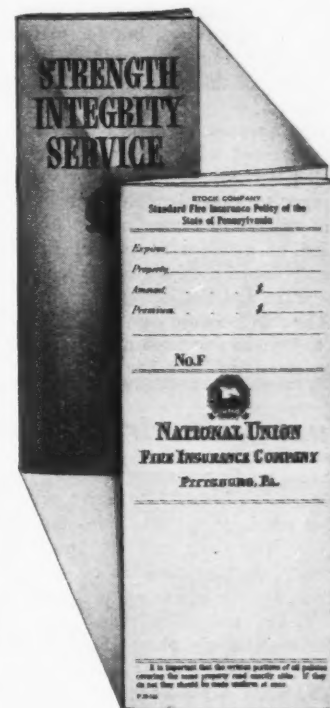
Bureau Staffs Have Sessions

The first of a series of weekly lectures for the benefit of the head office staffs of the Association of Casualty & Surety Executives and the National Bureau of Casualty & Surety Underwriters was held this week. The speakers were William Leslie, head of the bureau, and Claude Fairchild, head of the association, and E. E. Robinson, secretary of the bureau, and C. J. Haugh, actuary of the bureau.



NATIONAL UNION FIRE INSURANCE COMPANY

Pittsburgh, Pa.



The Policy Behind The Policy

A Good Agency Company



TIME COUNTS

It pays to represent old, established companies.

— Since 1849 —



The SPRINGFIELD GROUP OF FIRE INSURANCE COMPANIES

Geo. G. Bullock, President

SPRINGFIELD FIRE & MARINE INSURANCE CO.	SPRINGFIELD, MASS.
CONSTITUTION DEPARTMENT	SPRINGFIELD, MASS.
SENTINEL FIRE INSURANCE COMPANY	SPRINGFIELD, MASS.
MICHIGAN FIRE & MARINE INSURANCE COMPANY	DETROIT, MICH.
NEW ENGLAND FIRE INSURANCE COMPANY	PITTSFIELD, MASS.

EDITORIAL COMMENT

All Eyes on Accident-Health

Next week, April 25-30, is Accident & Health Insurance Week. Every man who is in the insurance business, whether specializing in accident and health, writing general lines of coverage or life insurance, should take advantage of the unparalleled opportunity which that week offers in connection with the sale of accident and health business.

The attention of the entire insurance field will be centered on that class of business next week and the need for income protection will be brought before the public more forcibly than it has ever been before. The official Accident & Health Week poster, a reproduction of which appears in this issue of THE NATIONAL UNDERWRITER, carries by implication at least, a special message to all fathers as to the security of mind, not only for themselves, but for their families, which can be secured through the purchase of this form of insurance protection.

Any prospect who has been sent or is presented with the graphically illustrated booklet, "Three Smart Fellows," is sure to have that idea impressed on him still more strongly. It shows the value of accident insurance from the standpoint of the head of the family, the executive and the industrial worker.

The "68" button will bring inquiries as to its meaning from many people who may not even have been considered by

the agent as being prospects. When they are told its significance—that 68 people are disabled by accident or illness every minute—the agent has his sales talk already under way with the problem of how to open the interview solved automatically.

The window display contest conducted by agents through cooperation with their local druggists is bound to be an attention-getter and bring about still more inquiries by prospects for accident and health insurance.

The most extensive institutional advertising campaign in the insurance press ever conducted on behalf of any branch of fire or casualty insurance will bring the week forcibly to the attention of agents.

More interest is being manifested in the week this year by companies, agencies and individual producers than ever before. Eighty companies, which are listed on the back of the poster insert, are actively cooperating with the general committee in charge of the observance of the week and many others are making use of at least some of the material which the general committee has put out.

Accident and health insurance is going to be sold next week in unprecedented amounts and the thing in which every agent should be interested is to see that he gets his share of it.

Just a Hundred Cents in Every Dollar

SOME people are always looking for insurance that is sold below cost price. In other words, they hunt for insurance bargains. There are only 100 cents in a dollar. The stern lessons of experience are taken to heart by well managed companies and they profit by them. Others seemingly plunge ahead regardless of consequences, sure to follow.

The other day a very astute company official made some observations on this very subject. He said that a company that simply writes business at cut rates regardless of all other factors is headed for the funeral pyre. The only possible

way, he remarked, that a company can offer a preferential rate is in effecting economies in other directions so that the entire operating cost is kept within the 100 cents. If it is impossible to make a saving in other directions then, in his opinion, the mere cutting of a rate leads to disaster.

There are some companies that forge ahead with a reduced rate program and seemingly have no regard for the limit to which they can go. The very moment that a company does not keep in mind that there are only 100 cents in a dollar, its death knell is sounded.

Life of a Commuter Between Two Far Points

W. D. WILLIAMS, president of the SECURITY of New Haven group, has had great responsibility on his shoulders during the last few years owing to the disability of VICTOR ROTH, the former president. Mr. WILLIAMS is western manager at Rockford, Ill. Before he was chosen to head his company it was necessary for him to go to the head office and assume

the leadership of the organization. Then he was chosen president. He still retained the western management, which greatly added to his responsibilities.

It means, therefore, that he has two positions, any one of which would demand much time and attention. Mr. WILLIAMS is compelled to travel between Rockford and New Haven usually spending a week

at one place and the succeeding week in another. The trip would not be so arduous if it meant merely going from Chicago to New York. However, when he goes to the home office and arrives at New York he must then take a train for New Haven and when he goes to his western department he must go from Chicago to

Rockford. This extra journey naturally means extra time and the tediousness of travel draws on one's energy. Yet Mr. WILLIAMS maintains a spirit of the utmost good nature, is judicial in his temperament and occupies both positions without even showing that he is carrying a big burden.

Should Know What He Tells

An insurance producer should know his business and its contracts. He may not desire to tell everything that he knows but he should know what is in his storehouse.

At least he should know about everything that he tells. What he says should be backed by expert and intelligent information.

PERSONAL SIDE OF BUSINESS

L. B. Eylar, special agent in Chicago for the arson division of the National Board, is bereaved by the death of Mrs. Eylar. She died suddenly at her home in Wheaton, Ill. Mr. Eylar had left for Columbus, O., earlier in the day, not knowing that her condition was serious. A son, Ollie Eylar, is attached to the Cleveland office of Underwriters Adjusting.

Mrs. Naomi S. Wright, assistant secretary and office manager Preferred Risk Fire, Topeka, Kan., died. She had been connected with the company for more than 10 years.

President **H. M. Giles** of the Millers National is returning this week from an agency trip to the coast. He visited en route Millers National general agencies, D. G. Kenning & Co., Salt Lake City, and H. M. Dinsmore, San Francisco.

Rutherford Lipscomb, 65, president of the Lipscomb-Ellis Co., Atlanta, Ga., died there. He was a past president of the Atlanta Insurance Agents Association.

Arthur G. Beals, 72, who retired as secretary of the Providence Washington in 1925, died in Providence. He began his career in a local agency in Boonville, N. Y., later purchasing an agency at Carthage, N. Y. In this connection he represented the Providence Washington and in 1891 he became New York state special agent of the company, becoming secretary in 1905.

Robert Campbell of the Campbell Investment Company agency was elected president of the new junior chamber of commerce organized at Wichita, Kan. **D. M. Mitchell**, New York Life, secretary Wichita Life Underwriters Association, was named national councillor.

Although he is 80 years old and has been in the insurance business 38 years, **E. C. Norris** of Newark, O., refuses to quit, although he has found it advisable to let younger men assume the heavier responsibilities. A few days ago he turned over his insurance business to Rankin & Rankin of Newark but arranged to remain with the agency as a solicitor. In early manhood Mr. Norris was a telegraph operator. Later, embarking in the insurance and real estate business in Newark, he had a hand in the erection of the large buildings in that city. In 1932 he suffered a severe wound in his hip as the result of

the accidental discharge of a gun while he was hunting. For a time his life was despaired of, but his fine constitution and cheerfulness pulled him through. Recently he and Mrs. Norris commemorated their 60th wedding anniversary.

Louis C. Saunders, auditor of the Phoenix of Hartford group, celebrated his 45th year with the company last week. He started with the Equitable Fire & Marine of the Phoenix group in 1893.

F. B. Heller who is a member of the Schlesinger-Heller agency, Newark, will celebrate his 60th birthday May 12. He has been in the insurance business 44 years and nearly 35 years with the agency which bears his name. He is past president of the Underwriters Protective Association, Newark Board and Fire Insurance Society of Newark and former treasurer of the Casualty Underwriters Association of New Jersey.

S. W. Tripp, manager of the Western Factory in Chicago, who is retiring from that organization after a long, faithful and intelligent service, has the unique distinction of having retired once before and then being recalled to the colors. He underwent a serious operation in 1925 and desired to be relieved of responsibilities. This was done and he was put on the retired list. Randolph Buck was made manager. Then Mr. Buck himself failed in health and Mr. Tripp was put again in the managerial chair, taking the post officially following Mr. Buck's death. Mr. Tripp is a man of remarkable temperament, possessing a kindly and gracious nature.

The Oliver Realty Company of Joliet, Ill., of which **C. A. McCay** is manager of the insurance department, has for some time made it a regular practice of serving tea, coffee or hot chocolate, wafers, pickles and olives, between 3:30 and 4 p. m. every working day to employees, guests and clients. It is a very popular feature. There are 26 people employed.

R. R. Lippincott, assistant general manager of the Western Adjustment in Chicago, and Mrs. Lippincott, from their home in Wilmette, Ill., have announced the engagement of their daughter, Eleanor Welles, to Chester N. Goltra, son of Dr. and Mrs. John N. Goltra of Evanston. An interesting feature of the announcement was its first promulgation. There was a movie party given by Mr. and Mrs. Lawrence Den-



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man at Evanston, the engagement notice being flashed on the screen following movie reels of skiing in Sun Valley.

Mrs. Fred W. Colvin of Sioux City, Ia., announces the approaching marriage of her daughter, Miss Katherine L. Colvin, to Emmett D. Dougherty, Chicago, claim agent of the Hardware Mutual Casualty. The bride's father who died recently, was for many years, one of the best known local agents in Iowa.

C. I. VanPetten, 49, assistant secretary of the Union Fire of Lincoln, Neb., died there from injuries received in an automobile accident.

C. F. Shallcross, United States manager North British & Mercantile, and Mrs. Shallcross were among the passengers on the "Queen Mary," leaving New York April 6, which encountered severe weather in crossing the Atlantic. They are due to return in a short time following a visit to the head office in London.

Judge C. T. Warner of Columbus, well known insurance attorney and former Ohio superintendent of insurance, has returned to Columbus from Florida, where he spent several months. He has recovered from his illness and has resumed his practice.

J. H. Johnson, president of the J. H. Johnson Company, Clarksdale, Miss., former Mississippi commissioner, was stricken with a heart attack and is now in a hospital in Memphis. His condition is satisfactory.

He suffered a heart attack while en route to Hernando on business. He is seriously ill. He has been in the insurance business in Clarksdale for about 50 years.

R. J. Rice, head of Richard J. Rice, Inc., agency at 80 Maiden Lane, New York, died of pneumonia at the Nassau County Hospital, Garden City, L. I. at the age of 47.

He started his insurance career in Hartford 30 years ago with the Aetna Life in the automobile end of the business.

Five years later he went to New York with the Globe & Rutgers as manager of its automobile department. In 1920 he joined the America Fore as manager of the automobile department. In 1922 he became executive vice-president with the Importers & Exporters, from which he later resigned to found the insurance agency which bears his name and in which he was active until the time of his death.

Mrs. Annie E. Spear, 92, widow of Theodore E. Spear, assistant secretary Phoenix of Hartford, died at her home in Atlanta. For many years Mr. and Mrs. Spear resided in Cincinnati, where Mr. Spear and George M. Lovejoy were managers for 20 states for the Phoenix. The two men succeeded H. M. Magill when he retired from the old western department at Cincinnati. In 1913 Mr. Spear and Mr. Lovejoy were transferred to Hartford, where Mr. Spear became assistant secretary and Mr. Lovejoy vice-president. Several years later they retired and Mr. Spear died in 1921. Mrs. Spear was a daughter of Harvey DeCamp, one of the founders of the Union Central Life.

Monroe, Mickelsen in Missouri

D. E. Monroe, vice-president American Central of the Commercial Union group, is in St. Louis for the annual stockholders' meeting. L. Mickelsen, assistant secretary at New York in charge of Missouri, is making 10 days' agency visits with field men.

Tennessee Mutual Agents Meet

The Tennessee Mutual Insurance Agents Association will hold its convention in Nashville May 27-28. On the program will be Chester Jennings, Baltimore, president National Association of Mutual Insurance Agents, and J. J. Fitzgerald, Indianapolis.

INSURANCE STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, at close of business April 18, 1938

	Par	Div.	Bid	Asked
Aetna Cas.	10	3.00*	77	81
Aetna Fire	10	1.60	41	43
Aetna Life	10	1.10*	22½	24
Amer. Alliance ..	10	1.20*	18	20
Amer. Equitable ..	5	1.80*	20	22
American (N. J.) ..	2.50	.60*	11	12
Amer. Surety	25	2.50	38	40
Automobile	10	1.20*	25	27
Balt. Amer.	2.50	.30*	5½	6¼
Boston	1.00	21.00	520	535
Camden Fire	5	1.00	16½	18
Carolina	10	1.30	20	22
City of N. Y.	10	1.20	15½	17½
Contl. Cas.	5	1.20	24	26
Contl. N. Y.	2.50	1.80*	26½	27½
Fidelity & Dep. ..	20	2.00	90	95
Fidelity-Phen.	2.50	1.80*	26½	27½
Fire Assn.	10	2.50*	48	50
Firemen's (N. J.) ..	5	.30	7½	8¼
Franklin	5	1.40*	22½	24
Gen. Reinsur.	5	2.00	30	32
Gibraltar F&M.	10	1.40*	16½	18½
Glens Falls	5	1.60	35½	37½
Globe & Repub.	5	.85*	11	12
Gt. Am. Fire.	5	1.20*	22	23
Gt. Amer. Ind.	1	.20	8½	9½
Hanover Fire.	10	1.60	27	29
Hartford Fire.	10	2.00	63½	65
Home Ins. (N. Y.) ..	5	1.60*	25	26
Homestead	10	1.00	12	13
Ins. Co. of N. A.	10	2.50*	55	56
Kan. City F&M.	10	.60	15	17
Md. Cas. com.	1	...	3	3½
Mass. Bond.	12.50	3.50	41	43
Natl. Cas.	10	1.00	18	20
Natl. Fire	10	2.00	51½	53½
Natl. Liberty	2	.40*	7	7½
Natl. Union	20	5.00*	95	98
New Am. Cas.	2	.60	9	10
New Brunsw. F.	10	1.70*	24	26
New Hampshire.	10	1.80	37	39
North River	2.50	1.20*	23	25
N. W. Natl. Fire.	25	5.00	108	112
Paul Revere Fire ..	10	1.30	18	20
Phoenix Conn.	10	2.50*	68	70
Preferred Accl.	5	1.00*	14	15
Prov. Wash.	10	1.40*	28	30
St. Paul F. & M.	25	7.50*	174	180
Security	10	1.40*	27	29
Sprgfd. F. & M.	25	4.75*	102	105
Travelers	100	16.00	390	410
U. S. Fire.	4	2.50*	45	47
U. S. F. & G.	2	...	12	13
Westchester Fire ..	2.50	1.60*	27	28½

*Includes extra. **Canadian funds.

Collection Problem Again Begins to Appear

Executives these days detect some adverse signs so far as collections are concerned. Some of the companies have found it desirable to address their field men lately on the subject, urging them to maintain closer vigilance and prod those agents that are falling behind.

It can't be said that collections in fire and casualty insurance are poor today, from the company standpoint, but executives are somewhat apprehensive about the future. They still have very clearly in mind the trouble in 1930, '31, '32 and culminating in 1933 with the closing of the banks. And they are inclined to take steps immediately to prevent a repetition of what happened in those years.

In recent weeks, there have been reports from various parts of the country of a few agents whose affairs had reached such a state that supervisory arrangements had to be set up.

What current trouble there is, seems to be due to the fact that agents are having difficulty in collecting from their customers. On top of that, certain agents have perhaps been too extravagant.

Since 1933, collections have been practically no problem at all. Even toward the end of the year when under ordinary circumstances the field men are busy rounding up accounts, in the past four or five years the work has been completed with very little incident.

The situation is quite mixed today. The trouble seems to be coming from those communities that have been hit in a pronounced way by the new depression, such as industrial, one industry towns. There has been some trouble, for instance, in Michigan. In other places, of more normal composition, where the diminution in business generally has not been so severe, field men report collections still favorable.

The Reliable Fire Insurance Co. Offers Complete Cooperation to You as Agent



Such Cooperation makes your business more profitable.

Hundreds of the successful agents now representing the Reliable Fire Insurance Co. attribute much of their success to the wholehearted cooperation Reliable gives its agents. They know that only by cooperation can satisfied customers be won . . . and held for future business. You, too, can profit at once by representing The Reliable Fire Insurance Co., widely reputed for its sound financial standing, and prompt payment of just claims. Write today for further information about the Reliable Fire Insurance Co. doing business for over 72 years. Address . .

WM. F. KRAMER, President

E. J. WEISS, Secretary

Current surplus to policyholders of \$1,116,945.00.

Special Agents
For Indiana
C. R. Dobbins

Special Agents
For Ohio
Harry J. Favorite
R. E. Metzger

For Michigan
Finnell and
Finnell

For West Virginia
Fred C. Campbell



"Where's that Agent's card?"



Many people wait too long before securing fire insurance. Are your clients being placed in this embarrassing situation? Before it is too late see that they are properly insured in the

NORTHERN
INSURANCE COMPANY
83 MAIDEN LANE
NEW YORK, N. Y.

BOILER FEED WATER ANALYSIS

Follow a sample of feed water through our Chemical Engineering Laboratory

The next best thing to a personal visit through our Chemical Engineering Laboratory is to follow a sample of steam boiler feed water through the laboratory, as shown in these pictures.



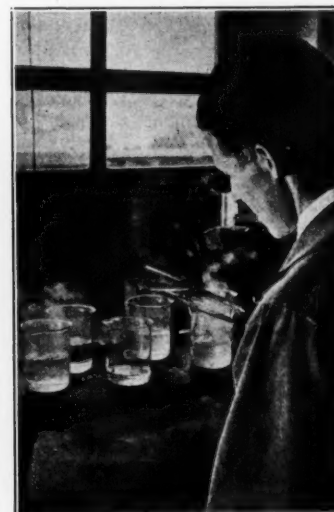
(1) Assigning an identification number to an incoming sample



(2) Filtering sample for start of analysis



(3) Washing and collecting the precipitate



(4) Adding chemical reagents to sample



(5) Titration—an important analytical step



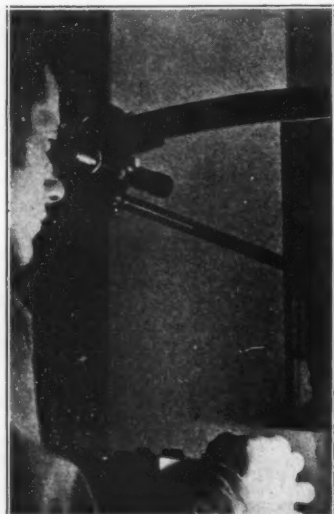
(6) Testing treatment efficiency in model glass boilers



(7) Firing precipitate in crucible in electric furnace



(8) Weighing crucible containing precipitated material



(9) Determining acid-alkaline condition of water



(10) Determining the amount of oxygen in the water

THIS proven service has enabled hundreds of Boiler policyholders to get more efficient operation from their boiler equipment. It has enabled Travelers producers to obtain not only Boiler lines but also other forms of business insurance.

* * * * *

After these specific tests have been made, our chemists know exactly what treatment is necessary to correct scale-forming or corrosive tendencies in the water. There is no guesswork in what they prescribe. Frequently this is accomplished at very low cost for such recommended treatment.

Why not ask a Travelers office for complete information on some of your Power Boiler risks?

THE TRAVELERS INDEMNITY COMPANY
HARTFORD, CONNECTICUT



★ My daddy has
Accident & Health
Insurance!

INSURE YOUR EARNINGS . . . PROTECT ALL
ACCIDENT & HEALTH INSURANCE WEEK
April 25-30

An Invitation to Insurance Salesmen

You are invited to deliver the message implied on the other side of this poster to all fathers . . . at their offices, in shops and factories, and in their homes.

Accident and Health Insurance Week is a medium for directing the attention of men and women who work for a living to the value of insuring their earnings against loss by accident or sickness.

Help them achieve security and peace of mind . . . and help yourself to a more profitable insurance business.

Aetna Life
American Casualty
Bankers Health and Life
Bankers Indemnity
Business Men's Assurance
California-Western States Life
Colorado Life
Columbian National Life
Commercial Casualty
Commercial Travelers Mutual Accident Ass'n
Connecticut General Life
Continental Casualty
Craftsman Insurance
Eastern Commercial Travelers Accident Ass'n
Empire Life and Accident
Employers' Group
Employers Reinsurance
Federal Life
Federal Life and Casualty
Fidelity Health and Accident
Fireman's Fund Indemnity
General Accident Fire and Life
General American Life
Globe Casualty
Great American Indemnity
Great Northern Life
Hartford Accident and Indemnity
Hoosier Casualty
Illinois Bankers Life
Illinois Commercial Men's Association
Illinois Mutual Casualty
Illinois Traveling Men's Health Ass'n
Income Guaranty
Indemnity Insurance Co. of North America
Inter-Ocean Casualty
Inter-State Business Men's Accident
Iowa State Traveling Men's
Kentucky Central Life and Accident
Loyal Protective Life
Lumbermens Mutual Casualty

Maccabees
Maryland Casualty
Massachusetts Bonding & Insurance
Massachusetts Indemnity
Massachusetts Protective
Metropolitan Casualty
Michigan Life
Ministers Life and Casualty Union
Minnesota Commercial Men's Ass'n
Monarch Life
Mutual Benefit Health & Accident Ass'n
National Accident and Health
National Casualty
National Life and Accident
National Travelers Casualty
New Amsterdam Casualty
North American Accident
North American Life and Casualty
Northern Life Insurance Company
Northwestern Life and Accident
Occidental Life
Ocean Accident & Guarantee
Old Line Life
Pacific Mutual Life
Physicians Casualty Association
Postal Union Life
Preferred Accident
Provident Life & Accident
Standard Accident
Sun Indemnity
Time Insurance Company
Travelers Health Association
United Benefit Life
United Casualty
United Insurance
United States Casualty
U. S. Fidelity & Guaranty
Washington National
Wisconsin National Life
Woodmen Accident

The NATIONAL UNDERWRITER

April 21, 1938

CASUALTY AND SURETY SECTION

Page Seventeen

Bar Associated Adjusters at Last from U. S. Mails

Postoffice Department Issues Ruling Against Milwaukee Outfit

The United States postoffice department has at last issued an order barring the use of the mails to the Associated Adjusters of Milwaukee. A hearing was held in January of this year by the post office department after Associated Adjusters had been cited. Previously the Canadian postoffice department had barred the use of the mails to this outfit.

Widespread Mail Campaign

For a year or more, Associated Adjusters conducted widespread activities that kept insurance people throughout the country busy answering inquiries. They would insert advertisements in newspapers, soliciting responses from those who desired to become insurance adjusters. An attempt was made to collect \$5 from those who responded. Associated Adjusters claimed to have an inside track with numerous insurance companies and finance companies and gave the impression that those who paid the \$5 and read a booklet on adjusting would soon be earning \$200 a month from adjustment work referred to them by Associated Adjusters.

No Standing with Companies

Associated Adjusters had no standing at all with insurance companies.

At one time the two main factors in Associated Adjusters held Wisconsin adjusters licenses but these were revoked by the Wisconsin insurance department.

Under the terms of the order, all mail addressed to Associated Adjusters is to be returned to the senders and no money orders in favor of the company are to be issued or paid.

Fraud orders had previously been issued against the promoters of the organization in connection with other schemes.

Compulsory Repeal Fails

BOSTON—The bill to repeal the compulsory automobile liability insurance act of Massachusetts, and substitute for it a financial responsibility law, has been given an adverse report by the legislative committee and it is not expected the measure will be again heard from until another year. In the meantime efforts are being continued to qualify a petition for a referendum on the compulsory act to go before the voters next fall.

House bill 1473, sponsored by William Doyle, assistant counsel Liberty Mutual, which would give exclusive authority to the commissioner of insurance to make all premium rates for motor vehicle risks, and also power to install a merit rating system, has been withdrawn.

Favors Abstract Method of Compensating Auto Victims

N. Y. Bar Committee Wants Legislature Empowered to Change the System

NEW YORK—Averring that "the great volume of automobile accidents and the inadequacy of remedies through the courts have created a grave social problem which affects not only those who have been injured but the administration of justice itself," a special committee of the Association of the Bar of the City of New York recommends the state legislature be empowered "to enact laws providing compensation for personal injuries and the loss of life caused by motor vehicles." The committee, of which Paul Windels, former corporation counsel, is chairman, states: "It is increasingly clear that instead of the present haphazard and uncertain method of dealing with automobile accidents, a scientific method must be found by which promptness and certainty will take the place of delay and uncertainty, and the assessment of damages will be based on the nature of the injury and the loss of earning power determined actuarially rather than on the emotional reactions of a jury to each separate case."

Columbia Research Cited

"A recent study under the auspices of the Columbia University Council for Research in Social Sciences," the committee states, "disclosed that under the common law system the probability of recovering compensation for personal injuries caused by the automobile depends primarily on whether the owner of the car is insured. If the owner has no insurance the probability of actual recovery is not over one in four, and in fatal or serious cases, it is materially less. At the time of the survey only 37 percent of owners of registered cars in this state carried liability insurance."

"Various remedies have been suggested, such as the so-called financial responsibility law of New York, which is helpful in but a small fraction of cases," the committee declares. "Massachusetts requires compulsory insurance against common law liability. This does provide financial responsibility but leaves untouched the evils incident to the present practice which provokes litigation and causes calendar congestion."

Correction as to General Accident Figures on Auto Public Liability Suits

In the 1938 Automobile edition of THE NATIONAL UNDERWRITER a regrettable mistake was made involving the General Accident in the table giving the relation of number of suits pending as of Dec. 31, 1937, per \$100,000 of earned automobile public liability premiums. For the policy years 1935, 1936 and 1937, the earned premiums of General Accident in this department were \$22,458,820 and the number of suits arising out of policies for which the premium was earned during the period was 1,503.

Growth of Hospital Plans Outlined by Dr. Rorem

Luncheon Staged by American Hospital Association and Chicago Plan for Hospital Care

The growth of group plans for hospital care insurance and the standards set up for such plans were outlined by Dr. C. Rufus Rorem, director committee on hospital service American Hospital Association, at a luncheon in Chicago sponsored jointly by that association and the Chicago Plan for Hospital Care, with about 100 hospital, business and insurance executives in attendance. He pointed out that the enrollment in such plans has grown from 3,000 in 1933 to 1,600,000 April 1 of this year. A year ago the figure was only 800,000. He outlined the general principles on which these plans are operated, emphasizing that there is no possibility of loss to the association, as the participating hospitals underwrite the plan, they guarantee to fulfill its contracts and they "hold the bag."

Approved Plans Listed

Official announcement was made of the first group of 40 plans with total enrollment of 1,400,000 approved by the American Hospital Association. Nine of these plans are in New York state, four in Illinois, three each in California and Pennsylvania and the others scattered throughout the country. Dr. Rorem again reviewed the 14 standards for approval, which had previously been outlined.

He said that non-profit hospital care insurance differs from the type of protection offered by accident and health policies in that it provides service rather than cash. He said that the American Hospital Association does not take a position of hostility to well established stock or mutual insurance companies offering hospitalization expense benefits to individuals or groups of policyholders, and that the plans which it has sponsored do not encroach on a field now occupied by private insurance companies.

Occupies Middle Position

He warned hospitals, however, against affiliation with fly-by-night organizers who are attempting to capitalize the present interest in hospital care insurance. He said that hospital care insurance stands midway between private enterprise on the one hand and social insurance on the other. He suggested that from the strictly financial point of view, local governments could afford to underwrite a hospital care insurance plan for the lower income groups in the population, many of whom are now receiving free medical and hospital care at the expense of the taxpayers, and that future

(CONTINUED ON PAGE 26)

The ratio hence was 6.6 suits per \$100,000 of earned premiums.

In the table that was printed, the correct figure was given for number of suits, but the earned premium figure that appeared was for policy years 1937 only. That produced a ratio that was incorrect and an injustice was done the General Accident, which THE NATIONAL UNDERWRITER regrets exceedingly.

Big Preparations Are Being Made for A & H Week

Four Governors Issue Proclamation—Many Sales Congresses, Breakfasts

Official proclamations designating next week, April 25-30, as Accident & Health Insurance Week have been issued by the governors of California, Michigan, Massachusetts and Oregon. That of Governor Hurley of Massachusetts refers to the fact that his state recently won first place in a nation-wide contest to reduce the number of motor vehicle accidents, and continues:

"However, we must also bear in mind that statistics prove that over four times as many people are injured every year in home accidents than are injured on our highways. Hundreds are disabled by sickness or accidents yearly and the number of people killed in the home each year exceeds the number killed as the result of automobile accidents."

"Medical expenses caused by serious illness or accidental injury in many cases exceeds family savings, thereby shattering the foundation of financial security on which our family living standards rest, unless the family earning power is adequately insured."

Governor Martin of Oregon says:

"I enjoin our good citizens not to neglect any signs of ill health, to guard their own physical welfare so as to eliminate as nearly as possible physical disabilities."

"To preserve the security of their families and their own in times of distress resulting from accidents and illness, I also urge everyone to protect their earning power by adequate insurance."

Much Organized Activity

Organized activities in the promotion of Accident & Health Insurance Week are probably more numerous this year than in any of the previous observances of the week. The 80 companies which are cooperating actively with the general committee in charge of Accident & Health Week are all conducting special campaigns. Many of them have arranged contests or other special features to stimulate the production of accident and health business by their agents.

In all of the cities where accident and health associations are in existence, vigorous campaigns are being promoted to line up producers for active efforts during the week. In preparation for the week's drive, two accident and health sales congresses are being held this week, on Thursday in Detroit and Friday in New York City, with a notable program of speakers in each case. Philadelphia will have its congress Monday. Heretofore it has been held prior to Accident & Health Week.

Breakfast sessions to "pep up" producers will be held on either Monday or Tuesday in Chicago, New York, Pittsburgh, Cincinnati, St. Louis, Portland,

(CONTINUED ON PAGE 26)

Profit on P.L. and P.D.; Loss on Collision

Underwriting profits were shown in 1937 on auto liability and property damage, while collision experience showed a 1.4 percent underwriting loss for the stock companies, according to country-wide automobile casualty experience compiled by the New York insurance department. Stock companies licensed in New York wrote \$171,610,930 earned automobile liability premium country-wide in 1937 and \$154,726,099 in 1936. The loss ratio in 1937 was 47.5 percent and 50.3 percent in 1936. The expense ratio in 1937 was 47.4 and 47.7 percent in 1936. Underwriting profit was 5.1 percent in 1937 and 2 percent in 1936. Mutual companies licensed in New York wrote \$40,371,932 in public liability premiums country-wide in 1937, compared with \$37,065,533 in 1936. In 1937 the loss ratio was 46.2 and the 1936 ratio 47.6. The expense ratio was 32.4 in 1937 and 33.2 in 1936. Mutual companies showed a 21.4 percent underwriting profit in 1937 and 19.2 in 1936. The total earned automobile liability pre-

miums for both classifications in 1937 was \$211,982,862 and the loss ratio 47.3, expense ratio 44.5 and the underwriting profit 8.2. The 1936 figures were \$191,791,634 earned premium, 49.8 percent loss ratio, 44.9 percent expense ratio and 5.3 underwriting profit.

Property Damage Experience

On property damage the stock companies wrote \$47,467,261 earned premiums in 1937 and \$43,378,494 in 1936. The loss ratio was 41.3 percent in 1937 and 37.5 percent in 1936. The expense ratio was 51.8 percent in 1937 and 49.1 percent in 1936. The underwriting profit was 6.9 percent in 1937 and 13.1 percent in 1936. Mutual companies had \$10,389,572 earned premiums in 1937 and \$9,452,112 in 1936. The loss ratio was 38.5 percent in 1937 and 34.5 percent in 1936. The expense ratio was 34.9 percent in 1937 and 34.8 percent in 1936. The underwriting profit of the mutuals was 26.6 percent in 1937 and 30.7 percent in 1936. Property damage premiums for

both classes totaled \$57,856,833 in 1937 and \$52,830,606 in 1936. Loss ratios were 40.8 percent in 1937 and 37 percent in 1936. Expense ratio 48.7 percent in 1937 and 46.8 percent in 1936. Underwriting profit was 10.5 percent in 1937 and 16.2 percent in 1936.

Collision Business Reported

The stock companies wrote \$3,041,482 in earned collision premiums in 1937 and \$3,267,968 in 1936. The loss ratio was 52.2 percent in 1937 and 52.3 percent in 1936. The expense ratio was 49.2 percent in 1937 and 46.6 percent in 1936. There was an underwriting loss of 1.4 percent in 1937 and a 1.4 percent profit in 1936. The mutuals wrote \$1,115,425 in earned collision premiums in 1937 and \$849,624 in 1936. The loss ratio was 60 percent in 1937 and 53.4 percent in 1936. The expense ratio was 32.8 percent in 1937 and 30.9 percent in 1936. The underwriting profit was 7.2 percent in 1937 and 15.7 percent in 1936. The combined total earned collision premiums

was \$4,156,907 in 1937 and \$4,117,592 in 1936. The loss ratio was 54.3 percent in 1937 and 52.5 percent in 1936. The expense ratio was 44.8 percent in 1937 and 43.4 percent in 1936. The underwriting profit on collision was .9 percent in 1937 and 4.1 percent in 1936.

The stock companies wrote \$222,119,673 earned premiums on all automobile casualty lines in 1937 and \$201,372,561 in 1936. The combined loss ratio in 1937 was 46.3 and 47.6 in 1936. The expense ratio was 48.3 in 1937 and 48 in 1936. The underwriting profit was 5.4 percent in 1937 and 4.4 percent in 1936.

Mutual companies wrote \$51,876,929 in earned premiums in 1937 and \$47,367,271 in 1936, loss ratio 44.9 percent in 1937 and 45.1 percent in 1936. The expense ratio was 32.9 percent in 1937 and 33.5 percent in 1936. The underwriting profit was 22.1 percent in 1937 and 21.4 percent in 1936.

The total countrywide business writ-
(CONTINUED ON NEXT PAGE)

STOCK COMPANIES																													
Auto Liability										Property Damage										Collision									
Prem. Earned	Losses Incurred	Loss Ratio	Exp. Ratio	Und. Gain or Loss	Und. Gain or Loss	Prem. Earned	Losses Incurred	Loss Ratio	Exp. Ratio	Und. Gain or Loss	Und. Gain or Loss	Prem. Earned	Losses Incurred	Loss Ratio	Exp. Ratio	Und. Gain or Loss	Und. Gain or Loss	Prem. Earned	Losses Incurred	Loss Ratio	Exp. Ratio	Und. Gain or Loss	Und. Gain or Loss						
Accident & Casualty.....	\$ 43,047	13,134	30.5	393.2	-\$139,332	-\$323.7	\$ 12,066	9,921	82.2	414.0	-\$47,808	-\$396.2	\$ 729	233	32.0	367.2	-\$2,180	-\$299.2											
Aetna Casualty.....	8,193,564	3,523,940	43.0	48.7	681,868	8.3	2,913,221	1,128,939	38.7	57.3	115,477	4.0	94,177	24,994	26.5	56.9	15,632	16.6											
Aetna Life.....	2,704,043	791,086	29.3	51.2	527,820	19.5																							
Allstate.....	1,431,731	720,655	50.3	43.6	87,748	6.1	433,235	187,497	43.3	43.7	56,633	13.0																	
American Automobile.....	9,296,070	5,096,887	54.8	48.6	-321,012	-3.5	2,919,502	1,282,869	43.9	50.3	167,656	5.7	20,485	10,076	49.2	53.6	-569	-2.8											
American Employers.....	1,773,337	1,010,811	57.0	44.8	-32,102	-1.8	533,502	190,459	35.7	45.0	102,940	19.3	31,222	15,302	49.0	41.6	2,921	9.4											
American Fld. & Cas.....	2,407,507	1,302,867	54.1	40.6	126,656	5.3	304,015	350,995	62.2	40.6	-15,352	-2.7	1,283																
American Motorists.....	3,621,281	1,573,987	43.4	38.9	639,292	17.7	1,026,778	421,509	40.6	41.3	187,538	18.1	51,106	33,440	65.4	41.3	-3,423	-6.7											
American Surety.....	968,381	416,476	43.0	64.5	-72,841	-7.5	298,850	113,267	37.9	70.7	-25,730	-8.6	9,123	4,097	44.9	68.7	-1,245	-13.6											
Ares Indemnity.....	2,548			156.5	-1,440	-56.5																							
Associated Indemnity.....	893,699	488,559	54.7	51.4	-54,625	-6.1	339,492	148,535	43.8	50.3	20,134	5.9	90,051	50,229	55.8	50.9	-6,069	-6.7											
Bankers Indemnity.....	1,240,029	484,990	39.1	56.2	58,632	4.7	360,719	148,834	41.2	61.0	-7,996	-2.2	12,682	3,762	29.7	48.5	2,773	21.8											
Car & General.....	1,246,247	536,219	43.0	50.1	85,816	6.9	379,436	179,542	47.3	47.1	21,078	5.6	11,807	3,833	32.5	19.8	5,634	47.7											
Century Indemnity.....	2,355,158	1,387,039	58.9	45.1	-94,647	-4.0	671,015	278,616	41.5	55.6	19,424	2.9	18,611	9,686	52.0	40.4	1,123	7.6											
Citizens Casualty.....	652,873	335,449	51.4	36.1	81,662	12.5	132,173	63,245	47.8	35.5	21,928	16.7																	
Columbia Casualty.....	407,174	211,646	52.0	51.4	11,041	2.8	125,677	67,921	46.1	57.1	-3,979	-3.2	5,613	3,512	62.6	53.4	-901	-16.0											
Commercial Casualty.....	1,871,891	751,920	40.1	55.0	92,402	4.9	396,068	164,064	42.5	56.6	3,536	9	17,302	7,709	44.6	52.0	588	3.4											
Continental Casualty.....	4,235,834	1,989,482	47.0	49.4	152,419	3.6	1,228,067	510,259	41.5	45.5	132,256	10.0	37,738	20,982	55.6	47.6	-1,254	-3.2											
Eagle Indemnity.....	1,059,755	489,274	46.1	46.6	77,020	7.3	275,995	123,063	44.6	53.2	6,073	2.2	13,744	6,129	44.6	47.7	1,051	7.7											
Employers Liability.....	1,188,855	3,611,426	50.2	46.6	227,494	3.2	2,028,734	710,710	35.0	49.0	324,699	16.0	142,175	57,958	40.8	42.5	23,801	16.7											
Fidelity & Casualty.....	5,981,640	3,084,058	51.6	50.2	-106,443	-1.8	1,696,122	772,421	45.6	53.5	15,542	9	130,565	83,678	64.1	44.5	-11,233	-8.6											
Fireman's Fund.....	1,722,983	765,570	44.4	53.5	35,525	2.1	435,819	181,912	41.7	56.6	7,231	1.7	26,530	11,996	45.2	51.9	757	2.9											
General Accident.....	9,405,441	4,646,009	49.4	42.5	761,674	8.1	2,381,867	956,475	40.2	44.2	371,820	15.6	211,077	97,809	46.3	46.6	14,864	7.0											
Glen Falls Indemnity.....	2,114,787	927,582	43.9	52.1	85,056	4.0	594,543	218,750	36.8	54.1	53,930	9.1	52,059	35,430	68.1	54.3	-11,669	-22.4											
Globe Indemnity.....	5,383,493	2,058,708	38.3	45.1	895,722	16.6	1,440,998	610,370	42.3	49.1	123,619	8.6	161,742	85,792	53.1	47.2	-436	-3											
Great American Indem.....	3,077,997	1,725,742	56.1	51.3	-229,756	-7.4	927,935	390,165	42.0	46.8	104,019	11.2	62,855	37,761	60.1	32.8	4,481	7.1											
Hartford Accident.....	9,927,507	4,722,251	47.6	45.4	691,937	7.0	2,855,118	1,198,622	42.0	52.3	164,139	5.7	276,245	184,020	66.6	45.9	-34,631	-12.5											
Home Indemnity.....	1,535,244	4,234,252	52.7	46.8	-8,352	-0.5	428,032	199,760	46.7	53.7	-1,653	-0.4	50,892	29,259	67.5	7.7	17,734	34.8											
Indem. of North America.....	3,564,234	1,437,766	40.3	53.1	233,429	6.6	1,077,493	446,098	41.4	54.4	45,035	4.2	39,897	16,044	40.2	50.8	2,583	9.0											
Keystone Auto. Club Cas.....	1,320,569	601,461	45.6	42.4	158,678	12.0	442,646	223,549	50.5	41.7	34,726	7.8	91,075	41,121	45.1	44.8	9,215	10.1											
London Guar. & Acci.....	2,053,540	1,058,264	51.5	46.6	-1,667	-0.1	588,622	232,107	39.4	49.8	63,391	10.8	30,225	16,127	53.4	44.2	751	2.4											
London & Lanc. Indem.....	1,518,269	908,350	59.8	45.6	-83,029	-5.4	392,837	173,680	44.2	57.6	-7,209	-1.8	19,066	5,789	30.5	35.4	6,494	34.1											
Manufacturers Casualty.....	1,895,093	574,694	30.3	39.4	257,186	30.3	578,313	234,763	40.6	42.8	96,141	16.6	54,429	27,171	49.9	42.8	3,944	7.3											
Maryland Casualty.....	6,438,164	3,439,122	53.4	47.1	-36,249	-0.5	1,945,771	825,072	42.4	44.1	263,076	13.5	79,469	48,107	60.5	42.7	-2,593	-3.2											
Massachusetts Bonding.....	4,196,207	2,580,325	61.5	43.4	-203,855	-4.9	1,169,033	468,064	40.0	47.8	112,141	12.2	13,367	4,279	32.0	51.2	2,251	16.8											
Merchants Indemnity.....	684,796	298,316	43.8	51.5	33,382	4.9	469,510	208,703	46.6	56.6	-15,137	-3.2	19,586	17,255	88.1	61.0	-9,611	-49.1											
Metropolitan Casualty.....	2,367,505	1,049,284	46.3	55.6	-12,402	-0.5	84,740	36,972	42.9	52.0	4,346	5.1	3,236	2,786	86.1	54.8	-1,324	-10.9											
National Casualty.....	276,278	93,181	33.7	56.8	26,151	9.5	84,740	36,972	42.9	52.0	4,346	5.1	3,236	2,786	86.1	54.8	-1,324	-10.9											
New Amsterdam Casualty.....	3,449,788	1,818,404	52.6	50.0	-123,036	-3.6	983,843	432,046	43.9	49.9	60,658	6.2	44,264	23,778	53.7	49.6	-1,487	-3.4											
New York Casualty.....	682,191	301,721	44.2	58.3	-17,034	-2.5	173,208	72,461	41.8	62.6	-7,613	-4.4	7,018	2,864	40.6	49.0	731	10.1											
Norwich Union Indemnity.....	110,121	62,482	56.7	75.9	-35,937	-32.6	32,692	13,239	40.5	76.0	-5,367	-16.5	4,737	3,068	64.8	76.2	-1,945	-41.0											
Occidental Indemnity.....	619,078	297,620	48.1	56.9	-30,826	-5.0	20,484	12,565	61.3	50.3	-2,367	-11.6																	
Ocean Accident.....	2,342,425	846,459	36.1	55.2	203,678	8.7	677,902	277,243	40.9	53.4	38,832	5.7	33,928	15,861	46.8	48.3	1,671	4.9											
Peerless Casualty.....	122,064	18,942	15.5	28.8	67,981	55.7	12,145	1,963	16.2	30.3	6,506	53.6	808	342	42.4	31.6	210	26.0											
Phoenix Indemnity.....	1,109,206	469,453	42.3	47.9	108,498	9.8	347,259	136,062	39.2	47.5	46,163	13.3	11,283	4,616	40.9	47.1	1,351	12.0											
Preferred Accident.....	2,425,402	1,100,301	45.4	47.6	169,718	7.0	640,929	250,678	38.6	60.2	7,873	1.2	32,160	8,459	26.3	71.6	660	2.1											
Protective Indemnity.....	205,739	131,011	63.7	49.2	-26,602	-12.9	66,889	21,171	45.2	57.4	-1,211	-2.6	973	308	31.6	56.7	114	11.7											
Prov. Acci. & White Cross.....	513	509	99.3	212.6	-1,056	-211.9																							
Royal Indemnity.....	4,483,177	2,196,597	49.0	43.1	355,893	7.9	1,279,022	514,736	40.2	49																			
St. Paul-Mercury Indem.....	1,566,735	861,906	55.0	53.8	-138,034	-8.8	421,664	202,919	48.1	56.0	-17,475	-4.1	32,688	13,868	42.4	62.7	-1,676	-5.1											
Standard Accident.....	4,000,931	2,007,457	50.2	44.3	221,863	5.5	1,091,067	499,279	41.2	54.4	47,924	4.4	64,501	31,021	48.1	51.3	374	6											
Standard Surety.....	1,401,905	789,746	56.3	48.3	-66,241	-4.6	370,923	173,758	45.8	56.2	-7,885	-2.0	8,326	6,574	79.0	69.8	-1,054	-48.8											
Stn Indemnity.....	1,297,860	770,417	59.4	45.5	-63,506	-4.9	502,533	215,033	42.8	44.2	65,398	13.0	30,945	19,195	38.7	47.1	890	4.2											
Travelers Indemnity.....	315,074	174,465	55.7	57.7	-42,071	-13.4	4,870,540	1,655,058	34.0	61.6	214,472	4.4	526,420	264,651	50.3	57.6	-41,781	-7.9											
Travelers.....	17,559,634	7,251,067	41.2	45.3	2,379,634	7.2	142,146	118,859	43.8	52.9	11,859	5.1	14,859	2,239	39.9	42.2	2,368	1.6											
U. S. Casualty.....	1,398,815	649,613	46.4	46.4	100,934	7.2	142,146	862,328	44.6	47.8	146,446	7.6	259,045	153,002	58.9	54.2	-39,979	-13.1											
U. S. Fidelity & Guaranty.....	6,832,269	3,196,487	46.8	46.6	150,416	6.6	1,934,080	295,524	43.5	52.8	17,446	3.7																	

Map Plans to Mark Hartford A. & I. Birthday

Celebration of 25th Anniversary to Be Conducted at Head Office May 9

Plans are being completed for the celebration of the Hartford Accident's "birthday" Monday, May 9. This will mark the 25th anniversary of the granting of a charter to the Hartford Accident by the Connecticut assembly. The original members of the corporation named in the charter were: James J. Goodwin, Theodore Lyman, George Roberts, William C. Skinner, Meigs H. Whaples, Charles E. Chase, R. M. Bissell and Henry S. Robinson.

A committee of seven agents chosen to represent all agencies in various sections of the country is in charge of the celebration by the field organization. This committee consists of Carl S. Lawton, president Lawton-Byrne-Bruner agency, St. Louis, chairman; Walter B. Allen, Allen, Russell & Allen, Hartford; J. C. Bogardus, Jr., president William Wilson Co., Pasadena, Cal.; Carl H. Hennrich, president Carl H. Hennrich, Rochester, N. Y.; George M. Lang, Cresson, Pa.; T. G. Redden, Greensboro, N. C.; John S. Skinner, Princeton, Ill. The committee has conferred with a large group of the company's agents and managers in formulating their plans.

The day will be marked at the home office by an informal reception in the afternoon for the members of the staff of the two Hartfords to which Governor Cross, Commissioner Blackall, Mayor Spellacy and a few friends of the company have been invited. The office will close at noon.

This anniversary date of the signing of the charter will be one of the outstanding events of the six months' production forum which is being carried on intensively throughout the country in preparation for a large agency meeting that the company is to hold at White Sulphur Springs, W. Va., Oct. 3-5.

Profit on P.L. and P.D., Loss on Collision

(CONT'D FROM PRECEDING PAGE)

ten by both stock and mutual companies was \$273,996,602 in earned premiums in 1937 and \$248,739,832 in 1936. The loss ratio was 46 percent in 1937 and 47.1 percent in 1936. The expense ratio was 45.4 percent in 1937 and 45.3 percent in 1936. Underwriting profit totaled 8.6 percent in 1937 and 7.6 percent in 1936.

New York Experience

New York state casualty experience showed \$44,723,572 earned premiums in 1937 for stock casualty companies and \$16,120,644 for mutual companies, with a total of \$60,844,216 earned premiums. The 1936 figures were \$43,595,437 stock, \$14,934,210 mutual and \$58,529,647 total. The loss ratio for 1937 for stock was 39.4, mutuals 36.9, combined 38.7. In 1936 the loss ratio was 41.5 percent for stock mutuals 41.1, total, 41.4.

Inasmuch as the revised New York rates did not go into effect until Nov. 15, 1937, they do not reflect in the ratios to any considerable extent. The loss ratio in New York state on liability was 39.4 percent in 1937 for stock companies, 42.9 percent in 1936. Mutuals had 36.2 percent ratio in 1937 and 42 percent in 1936. The combined automobile liability loss ratio in 1937 was 38.6 and in 1936, 42.7. On property damage the stock companies had a 39 percent loss ratio in 1937 and 35.3 percent in 1936; mutuals 39.3 percent in 1937 and 37.3 percent in 1936; total 39.1 percent in 1937 and 36 percent in 1936. On collision stock companies had a loss ratio of 41.3 percent in 1937, 37.4 percent in

United Front Against Auto Accidents Is Needed

President Jackson of Bankers Indemnity in Plea at New York Safety Council Meeting

NEW YORK—Recommendations for an intensive, unified program of public safety education to reduce the auto accident peril in cities were made by President H. P. Jackson of the Bankers Indemnity at the annual convention of the Greater New York Safety Council. Mr. Jackson endorsed the program of the National Conservation Bureau, which is maintained by 61 casualty companies.

He said the safety councils are doing fine work but appear not to be getting their message across to the average citizen. The program needs humanizing. The bureau's program, he said, is:

Adopt a standard accident reporting and record system for police department use.

Promote adult education in traffic hazards and secure the cooperation of drivers and pedestrians in reducing accidents through the local program.

Promote safety education in the elementary schools with emphasis on acquiring the safety attitude.

Establish courses of instruction in good driving in high schools.

Need Better Enforcement

Adopt a program of "selective" law enforcement.

Abolish the ticket fixing evil through the use of triplicate audited tickets or other systems.

Establish an accident prevention bureau within the police department.

Organize and train a police accident investigation squad.

Adopt the uniform traffic regulations and municipal ordinances recommended by the National Conference on Street & Highway Safety.

Establish a traffic court or arrange to have a part of the existing court deal exclusively with traffic violations.

Locate and eliminate potential hazards created by obstructions to visibility and inadequate street maintenance.

Use the uniform signs, signals, street markings and traffic control devices, recommended by the National Conference on Street & Highway Safety, or as modified by the state authorities.

Make a study of the "worst group" of accident locations and eliminate the hazards by proper means.

Improve the efficiency of traffic flow by routing through traffic, by improving street design and by special restrictions governing direction of vehicular movement.

Set up a permanent safety council or committee to carry on the work that has been started.

Insurance companies, he said, are contributing by appeals to agents to become leaders in the safety movement in their communities, by supplying literature of all sorts upon the subject, sound films, reaction testing machines and a corps of speakers to carry the message throughout the land. The companies are thinking in terms of social responsibility, he said, for ultimately the cost of accidents falls upon all citizens.

He pointed out that while many years were required to convince industrial leaders that accident prevention work in industry was worth while and practical, it is today going far to reduce the toll of industrial accidents. Similar success in the traffic accident field is possible, Mr. Jackson concluded, if the program is thoroughly sold to the country and all interests unite to conduct the campaign scientifically, vigorously and unrelentingly.

1936; mutuals 50.9 percent in 1937 and 38.3 percent in 1936, a total of 44.5 percent in 1937 and 37.6 in 1936.

Texas Bars Unauthorized Rate Plans, Indorsements

AUSTIN, TEX.—Casualty Commissioner Waters has ordered immediate cessation of the use of rating plans and endorsements for automobile and workmen's compensation insurance that have not been approved by the board of insurance commissioners. In a letter to companies he declared a number of companies doing business in the state are setting up various forms of individual rating and dividend plans without authority. These plans purport to set up certain schedules whereby the insured allegedly controls the amount of premium paid by him through a system of debits and credits.

The rates prescribed by the board not only are mandatory but can be modified only by an experience rating plan approved by the board, his letter stated. "Distribution of dividends may be made only after the same shall have been approved by the board. The applications of the aforementioned systems of debits and credits also call for attachment of endorsement forms that are not uniform and that have not been approved by the board of commissioners.

"It has come to our knowledge that many companies are attaching non-standard endorsement forms to policies and we do not propose to condone this practice, irrespective of the reason for the attachment of such forms. The use of such plans and endorsement forms in this state will result in a condition whereby uniformity of rates as contemplated by the statute will be vitiated. If you have any outstanding policies bearing non-standard forms and/or rates, your license to do business in this state is in jeopardy. Companies have been too anxious to place business on their books that could only be obtained through some form of rate cutting, rebating and/or use of non-standard forms.

"Insofar as the casualty insurance division is concerned, we do not propose to tolerate a practice that is discriminatory as between insured and that ultimately leads to financial instability of the company. The casualty insurance division proposes to enforce all rating laws as long as they remain on the statute books."

Following the discovery of several violations in one Texas city, Commissioner Waters has also delivered a sharp warning to all local agents that they must adhere strictly to rating and licensing regulations or face the prospect of loss of license.

A thorough check-up of the rules situation elsewhere over the state has since been inaugurated, in charge of Ed Lyles, investigator for the casualty department and Vestal Lemmon, assistant director of the automobile department. Authority for this work was granted the casualty commissioner at the last session of the legislature.

Hold Public Hearing on Commonwealth Mutual Case

BOSTON—The insurance committee of the legislature, to which was referred the sensational report of the special recess commission which investigated the forming, operation and suspension of the Commonwealth Mutual Liability, and which contained a severe criticism of former Commissioner DeCelles, held a public hearing this week. The hearing was called immediately following the appointment by the governor of a successor to Mr. DeCelles.

At Toronto, O., J. M. Anderson, Jr., has joined the Anderson & Campbell agency. Mr. Anderson, Sr., died some time ago. Mrs. Anderson, Sr., is also interested in the agency with her son and H. H. Campbell.

Additional Casualty News on Page 13

Builders & Manufacturers Is Now in Liquidation

Decree Is Finally Signed in Chicago After Two Court Delays

After two delays in court, Superior Judge Fardy in Chicago signed an order of liquidation for the Builders & Manufacturers Casualty of Chicago. Under the Illinois code, Insurance Director Palmer automatically becomes the liquidator. The actual work in the liquidation is under the supervision of Frank J. Bartsch, head of the Chicago office of the Illinois liquidation bureau. Mr. Bartsch has retained some of the personnel of Builders & Manufacturers to aid in the liquidation, including Manager M. D. Ebner.

Builders & Manufacturers was a fairly important writer of compensation insurance. Its failure will cause much hardship to injured workmen and their families. There is no so-called security fund in Illinois, as there is in New York and several other states for the protection of claimants under workmen's compensation policies of failed companies. Although the injured workman can look to his employer for recovery, many of the employers that were insured are out of business or are not able to pay.

Claimants Areirate

The liquidator has been confronted with numerous irate workmen, who in the past few months had petitioned the Illinois industrial commission for lump sum settlements instead of installment payments. The industrial commission has pursued the policy of refusing most of these requests on the theory that there is too great a danger of the workmen dissipating the money. Those who made such requests and were turned down in recent months, however, are in a truculent mood.

The downfall of Builders & Manufacturers is attributed mainly to the long haul truck business that was written by the predecessor mutual company. In 1937 the Builders & Manufacturers Casualty was organized as a stock company and it reinsured 100 percent the assets and liabilities of the mutual. The new company confined its writings to desirable classes of business, eliminating long haul trucks and it was licensed in just a few states. Its going business was profitable but the liabilities that had been assumed from the old company were too great. For the past several months efforts had been made by the management to raise new money and to bring into the picture new interests. However, all such efforts were fruitless.

The petition for the liquidation said that the capital of \$200,000 was impaired to the extent of \$193,000. At the end of 1936 it reported assets of \$1,772,859.

The Builders & Manufacturers Casualty people left no stone unturned to try to raise sufficient money to carry on. Since the petition was filed the unearned premium fund has been increased by \$50,000, therefore wiping out the capital entirely and leaving a deficit of \$45,000 in assets. The increased figure on the premium reserve was due to failure of the examiners to find it or the company to produce a reinsurance contract through which it had been heretofore allowed credit.

N. Y. Taxicab Users Warned

NEW YORK—The public has been warned by the motor vehicle bureau against patronizing taxicabs that are not bonded. The New York law requires every taxicab owner to file with the commissioner of motor vehicles either a personal or corporate bond, or an insurance policy for each taxi operated. Despite the act, frequent complaint is made of non-compliance and the state police lack authority to enforce compliance. Such authority is vested in local police only.

Observations on New Bond of the American Surety

With comment over the new "discovery" form of fidelity bond announced recently by the American Surety and New York Casualty still at a high point, it is becoming increasingly evident that the principle of this bond, though a radical departure, is very simple, while the number of possible real or hypothetical situations it can create is infinite.

Essentially, fidelity bonds written in the United States today cover the acts of an employee during a specified time. The controlling factor in coverage is the time a particular act of dishonesty occurred. The American Surety's new form breaks away from this and bases its coverage on the time a dishonest loss is discovered. To put it in another way, the usual fidelity bond covers dishonest acts occurring while the bond is in force. If they occurred before the bond went into effect, they are not covered. If the bond is terminated, it covers acts which occurred while it was in force, provided they are discovered within a prescribed period after termination, usually three years. The American Surety form covers acts of employees discovered while the bond is in force, regardless of when they occurred. If they are discovered after the bond is terminated, with certain exceptions, they are not covered.

Name and Position Schedule Forms

The insuring clause of the discovery bond agrees to pay the employer for loss whenever sustained, but discovered while the bond is in force. There are two forms issued by the American Surety—the name schedule form and the position schedule form. These forms are similar to the usual bonds with those titles, the name schedule form covering employees

listed by name and the position schedule form covering employees occupying listed positions. So far, the American Surety has not issued a blanket fidelity or blanket position bond on the "discovery" basis.

In addition to covering losses discovered during the life of the bond committed by named employees or employees occupying named positions, the discovery bond covers losses caused by new employees who have succeeded scheduled employees or who fill newly created positions, and former employees whose successors are bonded or who occupied bonded positions. Thus, if the position of cashier is bonded or if the cashier is covered by name and the employer discovers that a predecessor of the present cashier had defaulted before the bond went into effect, that loss is covered.

Example of Loss

In its circular "Unknown Skeletons," announcing the bond, the American Surety cites an example of the type of loss covered by the discovery bond and not by any older form of suretyship. A hypothetical employee begins work in 1923. He proves capable and is promoted, marries in 1932 and is made cashier in 1933, on the resignation of the old cashier. In 1934 he builds a home and buys an automobile. In 1935 the employee is sold a fidelity schedule by his agent, bonding that employee for \$5,000. Today the employer discovers that in 1934 the employee, still in his service, had misappropriated \$1,700. That loss is not covered by the employer's fidelity schedule, but would be covered by the discovery bond.

That the American Surety is right in
(CONTINUED ON PAGE 36)

CONSERVATIVE MANAGEMENT

Plus quality business has steadily forged the Pennsylvania Casualty ahead, and favorable attention from the agency fraternity and insuring public is the result.

The company's annual statement as of December 31, 1937, shows assets of \$730,904.00, an increase of \$279,594.00 for the year. Policyholders surplus advanced from \$240,312 to \$261,349 in the same period.

The company operates in Delaware, Ohio, Michigan and Virginia as well as its home state. There may be an agency opening in your territory. Write for information.

H. W. Body, President
Voris Lyons, Vice President and General Mgr.

**PENNSYLVANIA CASUALTY
COMPANY . . . Lancaster, Pa.**

U. S. F. & G. Holds Two Rallies of Agents and Officials

Sales promotion meetings were held by the United States Fidelity & Guaranty at Pinehurst, N. C., and Richmond, Va., each for two days. Many agents attended. A luncheon and dinner were held at Pinehurst, Commissioner Boney being a speaker. R. Howard Bland, chairman of the board, gave a talk, stressing the importance of upholding and strengthening the American agency system. He characterized it as a constructive and essential unit of national business. He contrasted stock company insurance, which reaches the public through agents who are stable representatives of all communities in America, with what he characterized as the destructive methods of mutuals and other cut-rate companies.

A large home office delegation attended, including C. J. Fitzpatrick, vice-president-secretary; P. F. Lee, vice-president-agency director; J. D. Hall and O. R. Leeds, assistant agency directors, and J. D. Williams, superintendent judicial department. B. C. Taylor, manager Baltimore branch office, was toastmaster at the dinner. M. P. Fisher, assistant manager; T. R. Phipps, casualty superintendent, and R. B. Copinger, superintendent of claims, all of the Baltimore branches attended. Mr. Taylor was official host at the two meetings, his office having jurisdiction over the two states.

Davis and Bowles Talk

At Richmond E. Asbury Davis, president, who was unable to attend the Pinehurst gathering, stated the U. S. F. & G. received all its business exclusively through agents or brokers and expected always to distribute its insurance by that method. Commissioner Bowles was honor guest and spoke at a dinner.

Both the North Carolina and Virginia meetings also were attended by representatives of the Fidelity & Guaranty Fire, affiliate of the U. S. F. & G. On both programs H. F. Ogden, vice-president, gave talks. F. A. Gantert, president Fidelity & Guaranty Fire, was unable to attend the North Carolina gathering, but was president at Richmond and was a speaker there. F. F. Dorsey, secretary, also attended both sessions. All district supervisors of the U. S. F. & G. and claim adjusters were present, as were state agents of the Fidelity & Guaranty Fire.

The meetings were noteworthy for the presence of many agents whose offices have represented the U. S. F. & G. from 15 to 40 years. Leading agents participated in the discussions.

Dates for Organization Meets

The annual meeting of Association of Casualty & Surety Executives is to be held May 3 and on the next day there will be held the annual meeting of the National Bureau of Casualty & Surety Underwriters.

Employers Group Conferences

Edward C. Stone, United States manager Employers group, presided at a roundup of field men reporting to the Chicago office Monday and Tuesday. Also present from the home office were F. W. Boyle, assistant superintendent of agents, F. W. Tibbets, automobile superintendent, and J. A. Brazewell, secretary Employers Fire. The home office delegation departed for Detroit where a similar meeting will be held. Mr. Stone has also conducted several meetings in the east recently.

Indiana Table Correction

The State Farm Mutual Automobile of Bloomington, Ill., calls attention to an error in the Indiana casualty table. Its premiums for property damage and collision were \$293,550 and losses \$174,870.

Safe-Driver Plan Is Given Approval in Illinois

If No Objection, Some Companies Will Make the Credit Retroactive

The safe driver reward plan of the National Bureau of Casualty & Surety Underwriters and all other merit rating plans for automobile P. L. and P. D. that were filed have now been approved by the Illinois department. Such a decision was taken for granted following a hearing on the subject in Springfield recently. Insurance Director Palmer has stated informally that he could take no other action in view of the fact that the bureau did not propose to increase automobile rates in the state with the introduction of the safe driver plan.

Mr. Palmer states that regulations governing the use of these merit rating plans will be issued in a few days.

Mr. Palmer's announcement did not refer to any effective date for the safe driver reward plan. In view of that fact it may be that some of the bureau companies will allow the safe driver credit retroactively. Some companies will make the credit available to policies issued for the past 60 days if the department doesn't object. Producers have been given to understand by some companies in recent weeks that the credit would be made retroactive if the department approved the plan.

Mr. Palmer also announced experience data of companies has been received and is being analyzed. The data was forwarded in compliance with a bulletin issued Jan. 18 stating "No changes in rates from those now in effect will be approved until such a time as all of the experience figures requested in Bulletin CB-29 have been received and analyzed."

The department, Mr. Palmer announced, will be prepared to consider approval of general rate changes or readjustments to become effective June 1, but companies are requested to submit their proposed rate revisions by May 15. This is to give the department an opportunity to discuss rates with individual companies when such "discussions seem advisable."

NO DECISION IN NEW YORK

NEW YORK—No decision has yet been reached as to the automobile public liability method of writing to be sanctioned for use in New York. As a result of the series of informal conference had upon the subject in recent weeks the home department favors adoption of a standard program. Particularly does the department seem impressed with the suggestion that in addition to a reward for safe driving, a graduated series of penalties be imposed for an accident and traffic violation record, somewhat along the lines advanced by the Chubb organization. Should the carriers fail to agree upon a uniform plan, the department will be compelled to consider each separate plan upon its merits and decide accordingly.

Redding White Plains Speaker

A. E. Redding, field supervisor Aetna Casualty, spoke at the annual meeting of the Westchester County (N. Y.) Agents Association at White Plains on "Some Suggestions for Successful Selling."

N. Y. Auto Underwriters Elect

NEW YORK.—J. F. Collins, chief of the rating bureau of the New York department, was the outside speaker at the annual meeting of the Automobile Casualty Underwriters Association of this city. Officers elected are: Chairman, Clarence Ramsett, Home Indemnity; vice-chairman, Frank Seller, American Surety; secretary-treasurer, Ralph Newman, United States Casualty.

REINSURANCE

CASUALTY

FIDELITY

SURETY

The EUROPEAN GENERAL REINSURANCE COMPANY, LTD.

OF LONDON, ENGLAND



UNITED STATES BRANCH
99 JOHN ST., NEW YORK

T. L. HAFF
U. S. Manager

E. BRANDLI
Assistant U. S. Manager

A worthwhile field for alert agents

The two Destruction Policies introduced by the Indemnity Insurance Company of North America meet a long-felt need, for they provide protection for money, securities and valuable paper not previously available.

FORM 1 DESTRUCTION POLICY

covers damage or destruction of money and securities by fire, flood and all other causes.

FORM 2 DESTRUCTION POLICY

covers VALUABLE PAPERS other than money and securities.

Your clients and prospects need these forms. It will pay you to aggressively solicit them.

CAPITAL \$1,000,000

**CASUALTY
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Indemnity Insurance Company of North America

PHILADELPHIA

We are anxious to assist the Agent or Broker in securing adequate coverage for unusual propositions.

CHANGES IN CASUALTY FIELD

L. W. Harlow & Co. Expands

Important St. Louis Office Makes New Arrangements and Will Be Exclusively a Producing Agency

ST. LOUIS—The Lon W. Harlow & Co. agency here, simultaneously with the recent change of the National Surety in the St. Louis area, has announced its appointment as general agent for both National Surety and Central Surety of Kansas City.

Mr. Harlow, president of the agency, desired to be relieved of executive duties with respect to National Surety and maintain instead an exclusively producing agency for that company in metropolitan St. Louis.

Lon W. Harlow & Co. was incorporated in 1925, succeeding the old Harlow-Butler agency, and under the management of Robert L. Edgar, who is associated with Mr. Harlow as vice-president, it has built a substantial and steadily increasing casualty and fire business, operating from the ground floor of the Pierce Building, where the agency quarters will be expanded and continued.

Associated with Mr. Harlow and Mr. Edgar, are Paul J. Hellweg, secretary, in charge of the surety department and James Linahan, treasurer, in charge of fire and marine.

The company has a long association also as agents for National Union Fire, Fireman's Fund Indemnity, Fireman's Fund, Aetna Fire, Ohio Casualty and Provident Life & Accident.

The new setup, according to Mr. Harlow and Mr. Edgar, provides the agency with greatly enlarged facilities, particularly in the casualty field and at the same time permits the office to continue to enjoy the substantial volume of fidelity and surety business developed by the organization under their capacity as branch managers for National Surety.

Donigan Succeeds Linscott as Claim Department Manager

Percy W. Linscott is retiring as superintendent of the claim department of the Employers Liability and affiliated companies. Mr. Linscott went with the Employers Liability in 1890, after graduating from Tufts College. In 1895 he was placed in charge of the New England claim department and in 1927 he was made superintendent of the U. S. claim department, in which position he traveled extensively throughout the entire country.

When Mr. Linscott first joined the claim department its personnel totalled five. It now exceeds 1,000. In April, 1890, the number of claims which had been handled by the U. S. branch of the Employers Liability totalled 300; it now exceeds 6,000,000. In addition, Mr. Linscott has supervised millions of other claims for the American Employers and Employers Fire.

Forrest E. Donigan becomes superintendent of the U. S. claim department of the three companies, succeeding Mr. Linscott. Following schooling at Boston University and several years' activity as a reporter on a Boston daily newspaper, Mr. Donigan went to work as an investigator in the New England claim department in 1912. He was made assistant superintendent of the New England department in 1926 and assistant superintendent of the U. S. claim department in 1930. He has traveled extensively throughout the country.

U. S. F. & G. Los Angeles Changes

Manager H. C. Gillespie of the Los Angeles branch office of the U. S. F. & G. has announced some changes in the personnel of the office.

Associate Manager H. V. D. Johns

has been relieved of all detail matters and has been placed in charge of production. He will have as assistants E. H. Donaldson, Jr., city supervisor; J. G. Harkness, D. L. Gogerty and F. G. Welton, district supervisors, the last named being assigned to Arizona as both supervisor and adjuster.

To handle the detail work of the fidelity and surety department, previously looked after by Mr. Johns, H. S. Canney has been transferred to Los Angeles from Oklahoma City. O. D. Brick, who has been judicial bond underwriter, has been promoted to assistant superintendent of the fidelity and surety department.

C. V. Pittinger Leaves Insurance

Curtis V. Pittinger of Peoria, who has been special agent in central Illinois for the Hartford Accident, has resigned to go with the Freeman Linen Supply Company of Peoria, the head of which is his father-in-law. Mr. Pittinger joined the Hartford Accident 11 years ago after graduating from Wabash College. For about five years he served as an underwriter in the Chicago office and then went into the Illinois field. The change is effective May 1.

Hockenberry with Glens Falls

Norman L. Hockenberry has joined the Glens Falls Indemnity as field representative in Indiana with headquarters in Indianapolis. He started in the local agency business in Anderson, Ind., in 1925. From 1930-1937 he served as special agent for the Travelers in northern Indiana and recently has been with the Stone, Stafford & Stone general agency of Indianapolis.

Sorrell with Travelers

J. M. Sorrell, Pearsall, Tex., a recent graduate of the law department of the University of Texas, has been appointed claims investigator for the Travelers in San Antonio, assisting J. Herman Little, with offices in the Milam building.

Zimmerman Buffalo Manager

N. D. Zimmerman, who has lately been connected with the division of investigation of the WPA, has been appointed manager of the Buffalo Claims Bureau under the auspices of the Association of Casualty & Surety Executives. From 1930-34 Mr. Zimmerman was a special agent in the federal bureau of investigation.

More Companies Are Writing Taxicab Business in Illinois

The Manhattan Mutual Auto Casualty of New York City, which has entered Illinois and is a large taxicab writer, is now seeking taxicab business in the state following the stabilizing of rates. Heretofore taxicab rates have been regarded as too low. When the state insurance department got the taxicab people and the two companies then writing it, the Savings Mutual Casualty of Peoria and the Franklin Mutual of Chicago, together, a scale of rates was worked out which it was stated would be far more satisfactory. In addition to the Manhattan Mutual, a few stock companies are now doing some selecting and as time goes on it is expected that more of them will enter this field.

State Farm Maryland Meeting

A Maryland state meeting of the State Farm companies of Bloomington, Ill., was held in Baltimore with about 50 agents in attendance. A. W. Tompkins, agency vice-president, and R. Lee Sellman, Maryland state director, were the speakers. Mr. Tompkins talked on "The Qualifications of a Good Agent."

ACCIDENT AND HEALTH

Detroit Congress Thursday

Notable Program Arranged by Accident & Health Association There for Annual Session

The Detroit Accident & Health Association, which is holding its annual sales congress Thursday, has a notable program of addresses and discussions. Glenn E. Reitzel is chairman of the morning session. Earl B. Brink, Mutual Benefit Health & Accident, president of the Detroit association, will open the congress. Addresses at that session include "The Ideal Job," W. B. Cornett, field supervisor Loyal Protective Life; "Protection by Income Insurance," R. H. MacKinnon, general agent Massachusetts Bonding; "Possibilities in Accident and Health Selling," H. G. Royer, president Great Northern Life, and the Borden & Busse film, "Making a Sales Presentation Stay Presented."

Fred W. Grainger, Federal Life & Casualty, will be chairman of the luncheon session, with Commissioner Gauss of Michigan as guest of honor and chief speaker.

Mr. Brink will preside at the afternoon session, which includes addresses, "If the Spider Had Wings" by R. L. Lee, director of public relations General Motors, and "The Future of the Accident and Health Business," V. J. Skutt, vice-president United Benefit Life, together with a clinic on today's selling problems, which includes short talks on "Getting a Maximum Number of New Calls," A. H. Creutz, Mutual Benefit Health & Accident; "Getting More Interviews Per Call," A. W. Saunders, Pacific Mutual Life; "Getting Action under Today's Conditions," C. C. Chamberlain, Travelers, and "Possible Prospecting Today," Clarence L. Meacham, General American Life.

Producers to Be Featured at Chicago A. & H. Breakfast

The third annual Accident & Health Week breakfast of the Chicago Accident & Health Association, to be held at the La Salle Hotel Tuesday, April 26, at 8 a. m., will feature messages from five outstanding producers of accident and health insurance in that city as to how they do it and the possibilities for agents and brokers generally in the production of accident and health business. These five-minute speeches will replace the usual inspirational or "pep" talk, although there will be plenty of inspiration as well as sales ideas in what they have to say.

The speakers will be: Frank Bentley, Moore, Case, Lyman & Hubbard, "What an Accident & Health Account Has Meant to Me;" Dave Livingston, North American Accident, "Why I'm in the Insurance Business;" R. H. Wienecke, Stewart, Keator, Kessberger & Lederer, "When the Fight Begins;" Milton A. Krauss, W. A. Alexander & Co., "Cold Canvass," and J. Robert Johnson, broker and radio commentator, on "Working Tools." The glee club of the Illinois Brokers Association will give several selections.

More than 400 reservations for the breakfast have already been made and the committee in charge, headed by A. D. Anderson, Continental Casualty, expects an attendance of at least 600. Tickets can be secured from Mr. Anderson or Harold L. Bredberg, National Service & Appraisal Co.

An Accident & Health Week banner, which no one who enters the building can overlook, has been stretched across the lobby of the Insurance Exchange building. The official Accident & Health Week posters are being displayed prominently in all the buildings where there are any considerable number of insur-

ance offices, and an effort will be made to put the "68" button in the lapel of every insurance man in Chicago's loop district.

New American Casualty Forms

A number of new accident and health policies in the commercial, monthly and group departments are announced by the American Casualty. The leader is the "selective policy," which is so composed

that the buyer can select the coverages he desires without paying for the others. The assured may secure \$25 deductible medical reimbursement at a reduced rate or \$250 full medical reimbursement. It insures against accidental bodily injury and is not restricted to accidental means.

Sommer Cincinnati Speaker

A breakfast April 25 sponsored by the Cincinnati Accident & Health Association will officially get Accident & Health Week under way in Cincinnati. Armand Sommer, assistant to the vice-president Continental Casualty, Chicago, and former president National Accident &

Health Association, will speak on "Why Accident and Health Insurance is of Increasing Importance Today." Mayor James G. Stewart of Cincinnati will speak on "Accident and Health Insurance." The Cincinnati association, but a few weeks old, is making extensive plans to stimulate local agents' interest in accident and health and its membership is growing rapidly. H. R. White-side, Earls-Blain agency, is president.

Hold Regional Meeting

The accident-health department representatives and field men of the General Accident are holding a conference



■ A Symbol of Strength, Stability and Consistency in Underwriting Practices

ADMITTED ASSETS	\$6,252,435.03
CAPITAL	\$1,000,000.00
SURPLUS	\$1,256,413.79
OTHER LIABILITIES	\$3,996,021.24

As at December 31, 1937

**CENTRAL SURETY
AND INSURANCE
CORPORATION**

KANSAS CITY, MO.

DENNIS HUDSON, President

at Indianapolis, April 21-22. This is a regional meeting of district managers held by the General Accident this year in various sections of the United States, being sponsored by W. H. Howland, manager General Accident accident-health department, from Philadelphia; D. W. Donley, superintendent of agents, and F. M. Walters, superintendent accident claim department. The program included a talk by G. H. Garretson, district manager accident-health department, Chicago, who discussed "My 21 years with the General."

General Accident Issuing Hospitalization Riders

The General Accident is now writing hospitalization and graduate nurse indemnity riders that may be attached to the new general coverage disability policy and the non-occupational disability policy. A small additional premium is charged. The coverage on the general coverage disability form gives a specified amount per day beginning with first day for hospital confinement, with a limit of three months, or graduate nurse attendance from the first day at home, limit one month. The indemnity provided is in lieu of payment of one-half monthly

indemnity in the policy, except as respects hernia.

The rider on the nonoccupational disability policy provides a specified amount per day beginning with first day of hospital confinement or graduate nurse service at home, limit one month, and is in lieu of payment of one-half monthly indemnity in the policy, except for hernia. The rates are increased 50 percent for men ages 51-70 and women 46-60, and 100 percent additional for men over 70 and women over 60.

Hospital Plan Disapproved

LINCOLN, NEB.—Operations of the Methodist Hospital Association of Omaha, which offered hospitalization at cost to the members of the Omaha Teachers Forum for \$9 a year premium, were disapproved by Insurance Director Smrha following a hearing. Mr. Smrha said the plan comes under the insurance laws of the state, and the promoters agreed to form an organization to comply with those laws.

Brooks' Territory Extended

Newport News, Va., terminal of the Chesapeake & Ohio Railway, has been added to the territory of Howard J. Brooks, Richmond general agent of the Provident Life & Accident. This com-

pany has the franchise with the C. & O. for writing salary savings and group insurance covering employees of that company. Mr. Brooks became general agent for the Provident just a year ago. Previously he was one of the premier producers of the Neil D. Sills agency of the Sun Life of Canada in Richmond. He is a younger brother of Wilson M. Brooks, another outstanding producer for the Sun Life in that city.

B. M. A. Dallas Conference

About 50 attended the Texas sales congress of the Business Men's Assurance in Dallas. A number of prominent Dallas insurance executives were special guests at the dinner. The home office executives who made addresses were President W. T. Grant, Vice-president J. H. Torrance and A. I. Beach, director and associate counsel.

A. W. Hogue, Texas manager, took a prominent part in the program.

Establish Tulsa Office

The Massachusetts Protective companies have established a district office in the Mayo building, Tulsa, Okla., in charge of J. H. Jones, formerly with the companies in Davenport, Ia., as general agent for all of eastern Oklahoma. Pre-

viously the entire state was handled from the Oklahoma City office. Mr. Jones was with the companies in Oklahoma for several years before going to Iowa.

Claim Men See Heart Movie

The Chicago Claim Association, at its April meeting, heard a talk by Dr. Paul G. Dick on the mechanism of the heart-beats and electro-cardiography, illustrated by moving pictures. Dr. Josiah Moore and Dr. W. D. McNally also were speakers.

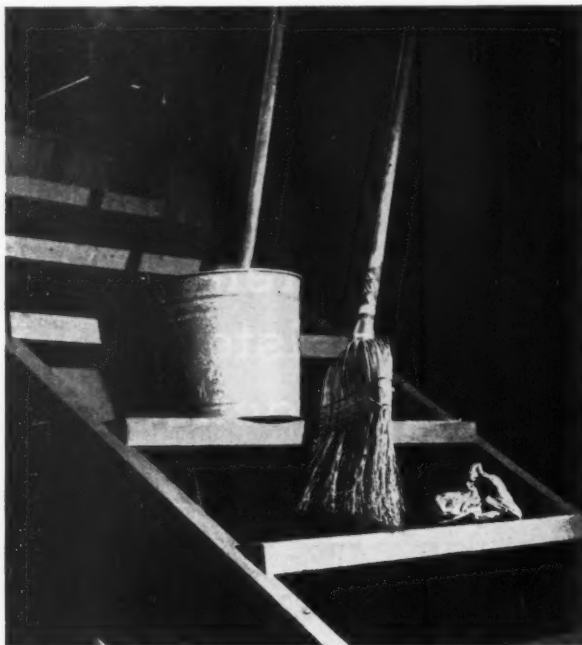
Holtzman Leaves Colorado Life

A. M. Holtzman, manager of the accident and health department of the Colorado Life, has resigned. Mr. Holtzman is president of the National Accident & Health Association.

Sauer with Illinois Mutual

A. C. Sauer of Oregon, Ill., has been appointed special agent of the Illinois Mutual Casualty to cover the northern Illinois and northern Indiana territory.

Insurance Director Smrha of Nebraska has approved articles of incorporation of the **Hospital Service Association of Omaha**, organized to sell hospitalization to members on the assessment plan.



PREFACE TO TROUBLE

Ohio Casualty agents are selling a lot of Residence Liability this time of year for this is the season of Spring housecleaning and trouble.

Hazards galore seem to lurk on dark stairways and along dim corridors, ready at all times to capture an unsuspecting victim and start a costly damage suit.

Reasons why the O. C. coverage is popular are simple to understand. The policy is a broad one, offering ample protection to the assured. Rates are reasonable and the agent's commission is interesting enough to make this an important coverage to push.

Why not write us for further details? Not only about this coverage, but other Ohio Casualty profit-making lines. Your inquiry will receive prompt attention.

THE OHIO CASUALTY INSURANCE CO.

HOME OFFICE

HAMILTON, OHIO

Automobile Accident

Full Coverage Automobile Liability

Plate Glass

Burglary

Fidelity and Surety Bonds

FIDELITY AND SURETY NEWS

Wants Competitive Rates

J. M. Wilson Objects to Michigan State Ruling as to Cost of Road Construction Bonds

LANSING, MICH.—James M. Wilson, Kalamazoo, state agent Seaboard Surety, has accused the state highway department, in a letter, of upholding a rate for highway construction bonds higher than is necessary. He contends that the Michigan Surety and Standard Accident have been getting the bulk of the business under a highway department rule that all bidders for state road contracts shall pay a 1 percent premium on construction bonds. Reputable companies acceptable to the department are willing to write the business for 3/4 of 1 percent, Wilson contends. He mentions Seaboard Surety, United States Guarantee, St. Paul-Mercury, Western Casualty & Surety, and Inland Bonding.

Commissioner Gauss contends that the only filed rate is that of the Towner bureau for all member companies, which is 1 percent.

The highway department has fixed the rate on construction bonds since 1934, maintenance of the 1 percent rate putting all contractors on an even basis. The rule was made when the conference rate was reduced from 1 1/2 percent.

During the VanWagoner administration, highway construction bonds totaling more than \$55,000,000 have been written, of which slightly more than \$41,000,000 have been written by Michigan Surety and Standard Accident. Highway department officials denied any favoritism was shown these companies. V. B. Steinbaugh, deputy highway commissioner, said these companies' representatives have been more aggressive and painstaking in going after the business and apparently obtained it by providing exceptional service. Michigan Surety, according to the records, has written 402 bonds during the VanWagoner regime for a total of \$21,585,000, collecting premiums of \$215,850. The Standard Accident's bonds totaled \$19,623,000.

Surety Underwriting Discussed

BELOIT, WIS.—E. V. Ecklund, Hartford Accident & Indemnity, Chicago, discussed surety underwriting at the monthly luncheon meeting of the Insurance Underwriters Association here. Surety bonds are a protection against loss by dishonesty but until about

1926, they were issued only for specific cases and the system was not adequate, said Mr. Ecklund. Contracts since developed to give blanket coverage without stringent limitations, are providing adequate protection in commercial fields. This has worked to the advantage of both the insured employer and employee and also has developed much new business for both company and agent. He urged the local agents to give more attention to surety and fidelity bond writing as a source of profitable business for an agency seeking to expand its lines.

To Settle State Depository Loss for \$662,110 in Michigan

LANSING, MICH.—Surety companies which shared a big depository bond loss on state funds deposited with the Fidelity Banking & Trust Company, Detroit, are understood by state officials to have agreed to meet their respective portions of the obligation without further litigation following a decision by Judge Carr of the Ingham county circuit court fixing their liability.

The court held that eight companies must pay half of the amount of their original liability, fixed by the state supreme court in previous litigation at \$662,110. The total amount of the bond in force when the depository institution failed was \$1,000,000. Dividends have been paid by the receiver, however, which total 50 percent so the companies are entitled to salvage of that amount. Four companies, the American Surety, Union Indemnity (now in receivership), Western Casualty & Surety and National Casualty, received these dividends so will not be credited with them on their payments. These four companies had entered into an agreement under which they made partial settlements of their liability in return for permission to share in dividends. This agreement's validity was attacked but since it did not affect the net liability of the various companies sharing the loss, no further action is probable.

Other companies which must pay their shares of the net liability are: Massachusetts Bonding, Century Indemnity and Indemnity of North America.

Tavern Bond Suit Heard

MADISON, WIS.—Arguments in the test suit against the St. Paul-Mercury Indemnity to determine constitutionality of the state tavern bond law, involving more than \$1,000,000 from surety bonding companies if upheld, have been heard

by the Wisconsin state supreme court. W. H. Oppenheimer, St. Paul-Mercury Indemnity attorney, argued: "The law permits the tavern keeper either to provide a \$1,000 surety bond or a \$200 personal cash bond. Under this provision a serious offender might escape with the payment of \$200, while another tavern-keeper guilty of only some trivial violation, such as giving away a ham sandwich, might forfeit \$1,000."

Mr. Oppenheimer cited recent La Crosse cases in which tavern keepers have been fined \$1 for not rinsing their glasses. The state now seeks the \$1,000 forfeiture of bonds in those cases, he said. He maintained the law is unconstitutional if under one bond an operator has to pay \$200 and under another \$1,000.

Carl J. Ludwig, special state attorney-general prosecuting tavern bond suits, asked the supreme court to decide on the constitutionality of the law because it would facilitate several hundred cases now before trial courts.

Sureties Interested in Big Oklahoma Loss

Bonds in the penal amount of \$700,000 covered Ray M. Scruggs, vice-president of the First National Bank & Trust Co. of Oklahoma City and treasurer of the Oklahoma City board of education, who has been held on preliminary charges of embezzlement of \$700,000 from the school board and \$200,000 from the bank. An official audit is being conducted, in which five surety companies are being represented. Their interest will be looked after by L. K. Frikstad of Dallas, general claim manager for the National Surety, and Ned Looney, attorney for the Standard Accident. Scruggs was taken under custody in Dallas. It is indicated that he used the money in oil ventures.

R. S. Kerr, Oklahoma City oil man, has posted a \$100,000 bond as receiver for the Scruggs interests.

Hoagland & Allum Coverage

Hoagland & Allum Co. of Chicago, the brokerage house that failed in a sensational way, with losses to customers possibly amounting to more than \$1,000,000, had a blanket bond in the amount of \$25,000 written by the Hartford Accident. The premium had not been paid.

Meadowcroft With Bureau

NEW YORK—An accession to the staff of the Towner Rating Bureau is Thomas Meadowcroft, who has been with the liquidation bureau of the New York department. Previously he was associated as special agent with the National Surety and with the Union Indemnity.

Signs N. Y. Labor-Material Bill

ALBANY—Governor Lehman has approved the bill amending the state finance law to require contractors on public improvements of the state when the state comptroller so decides, to submit additional bonds guaranteeing payment of moneys due laborers and materialmen.

Ohio Safety Congress Speakers

Frank E. Morris, manager of the engineering department of the Liberty Mutual, Boston, will speak at the All-Ohio Safety Congress in Columbus May 10-12 on "From Safety Soup to Safety Nuts." Speakers at the fire prevention session will be Claude Bawden, Underwriters Laboratories, Youngstown; S. Trainer, Sebring fire department; Harry Callan, assistant state fire marshal of Ohio, and D. K. Finley, secretary, Columbus Safety Council.

William E. Oakley, formerly manager of the life department of O'Gorman & Young, Newark, has joined the W. H. Masterson agency of the Equitable Society in Newark.

NEWS OF CASUALTY COMPANIES

Kelsey Is Elected President

Succeeds Morris as Head of Standard Surety & Casualty; Other Officials Are Named

NEW YORK—As generally was anticipated, directors of the Standard Surety & Casualty at their meeting elected J. A. Kelsey, president and George Z. Day, vice-president. Charles E. Heath was reelected vice-president and secretary and George D. Moore, comptroller. Selection of a business production manager will be determined on later. No decision has been made as to any of the applicants for the post. Mr. Kelsey and Mr. Day are in Chicago this week.

Mr. Kelsey succeeds F. G. Morris, who resigned several weeks ago. Mr. Kelsey is a fire underwriter of extended experience. In addition to being United States general agent for the fire department of the Tokio Marine & Fire and Meiji Fire, is president of the subsidiary, Standard of New York.

Mr. Day has been Mr. Kelsey's chief

aid in these fire companies, and is second officer in all three.

Messrs. Heath and Moore have been identified with the Standard Surety & Casualty since its formation in 1928. Prior to that time Mr. Heath was head of the casualty division of the New York insurance department for a number of years. He always was held in high regard by commissioners and company executives.

Mr. Moore's underwriting experience began in the mathematical department of the Mutual Benefit Life of Newark. Subsequently he became statistician at the head office of the Fidelity & Casualty in this city, and later actuary and assistant secretary of the Royal Indemnity. He resigned to become comptroller of the Standard Surety & Casualty. Mr. Moore was president of the Casualty Actuarial Society in 1928-30.

Employers Mutual Casualty Move

The Employers Mutual Casualty, Des Moines, will spend \$65,000 converting the three-story structure at 204-210 Seventh street into a home office building, J. W. Gunn, vice-president, announced.

The project will include modernizing, remodeling, and installing an air conditioning system for all floors. It is expected the building will be ready for occupancy by August. Plans call for a white Bedford stone facade. On the first floor will be ten offices, in addition to a large room. The head office is now located in the Valley National Bank building.

No Probe of Arrow Mutual

BOSTON—The Massachusetts senate has accepted an unfavorable report of the insurance committee on a resolution calling for an investigation of the Arrow Mutual Liability.

American Mutual Expense Figures

On page 168 of the 1938 Argus Casualty Chart, the underwriting expenses incurred of American Mutual Liability should be given as \$4,162,366 and expense ratio as 15.1.

Directors of the Fidelity & Deposit have declared a dividend of \$1 a share, payable April 30 to holders of stockholders of record April 19.

The Farmers Automobile Inter-Insurance Exchange has been admitted to write full coverage automobile insurance, including cargo, in Arkansas.

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WORKMEN'S COMPENSATION

Minnesota Premiums at Peak

Compensation Total for 1937 Highest Ever—Many New Risks, Fewer Assignments Reported

MINNEAPOLIS—Compensation premium income in Minnesota in 1937 was the largest since the establishment of the compensation insurance rating bureau, J. F. Reynolds, general manager, says in his annual report. The total last year was \$7,453,906 compared to \$6,378,114 in 1936.

This increase, Mr. Reynolds said, together with a substantial increase in the number of risks handled has had the effect of greater activities in practically all bureau departments, more inspections, more ratings and more daily reports to review. The office personnel also was enlarged.

One of the major reasons for the increased number of risks was the new Minnesota law voiding the right of an employer to elect not to be bound.

"For the past 12 months we have found it necessary to create 5,840 files to accommodate new risks," Mr. Reynolds said. "In addition many employers, who at one time carried insurance but in the past discontinued it, have again of late purchased compensation coverage."

Mr. Reynolds reported that the assigned risk plan as now being operated in Minnesota will not be a serious problem in the future, "provided we receive the cooperation we have received in the immediate past." The peak was reached the year ending June 30, 1935, when 708 assignments were made. The following year there were 600 and the year ending June 30, 1937, only 504.

Test audits put in effect in 1932 have promoted a high degree of uniformity in making audits by all companies, Mr. Reynolds said.

Conversion Factors Increased

The National Council on Compensation Insurance has made three changes in the loss conversion factors for retrospective rating. In Alabama the factor

is raised from 1.19 to 1.21, in Florida from 1.18 to 1.20 and in North Carolina from 1.16 to 1.18.

Under the retrospective rating plan, actual paid losses are multiplied by the state conversion factor to allow for claim expense. The product of the actual losses multiplied by the conversion factor is added to the basic premium, the result being the final compensation premium on the retrospective rating plan, subject to the maximum and minimum premiums. Claim expense in these three states has apparently been running higher in proportion to losses paid than was originally anticipated.

The highest conversion factor is in Tennessee, where it is 1.25, and the lowest in Maine, where it is 1.10.

Retrospective Hearing April 29

SAN FRANCISCO—A public hearing on the application for approval of a retrospective rating plan for workmen's compensation insurance has been called by Commissioner Carpenter April 29 at the department's office here.

Growth of Hospital Plans Outlined by Dr. Rorem

(CONTINUED FROM PAGE 17)

competition for community-wide non-profit plans may come, not from privately owned hospital insurance corporations but rather from local or state governments. He sees very little probability of national legislation being enacted dealing with the field of hospital care alone, and held that voluntary hospital care insurance may postpone indefinitely the need for nation-wide compulsory health insurance.

Present plans will not be expanded to include services of private doctors, unless pressure for such action comes directly from the medical profession, he predicted. There is need for such organizations in the rural areas, but they will develop slowly because of the difficulty of group enrollment.

Taylor Strawn presided at the lunch-

eon and next presented John J. Abbott of the Continental-Illinois Bank, who gave a paper on the advantages of the hospital care plan from the employer's viewpoint prepared by W. J. Cummings of that bank, as Mr. Cummings was unable to be present. Contrasting the expenditures of the average American family for radios, cars, refrigerators and other comforts with the amount spent for medical and hospital care, he pointed out that the unexpectedness of those bills constitutes as great a difficulty as their amount. These other purchases were made with due consideration of the family income and the family budget, but almost invariably hospital expense results from a sudden or critical emergency. One of the principal benefits he found in the adoption of a hospital plan from the employer's standpoint is the removal of worry from the employee, thus increasing his efficiency.

Dr. R. C. Buerki, for many years director of the Wisconsin General Hospital and now on a leave of absence to head a committee on graduate medical education, who is a member of the hospital service committee of the American Hospital Association, spoke briefly of the work of that committee and presented its certificate of approval to the Plan for Hospital Care, which he stated is the only approved plan for the metropolitan district of Chicago.

"Service" and "Dollar" Contracts

Perry Addleman, executive director of the Chicago group, in his response emphasized the difference between a plan offering "service" contract and one offering a cash indemnity or a "dollar" contract. He declared that full hospital care can never be assured to the sick person unless "service" contracts are offered.

He also emphasized the necessity of having service contracts with at least a majority of all approved hospitals in the area it is planned to cover. He said that this feature constitutes the principal reason why commercial companies cannot offer "service" contracts to policyholders, but must fall back on cash indemnities or "dollar" contracts. He insisted on the maintenance of an adequate premium standard, proper accounting procedures and policies and that employees of the plan should be reimbursed by salary alone and not on a commission basis. He stated, however, that it should not be inferred that there is anything wrong about agents of insurance companies selling ordinary insurance on a commission basis. He said that the Plan for Hospital Care employs no commissioned salesmen and solicits no group or individual to become a member of the plan. The sole duty of its enrollment men is to show groups how they may become enrolled in the plan after they have made inquiry. "Consequently, if you individually are solicited by any person to join a hospital insurance plan," he said, "you may know that that person does not represent or have any connection with Chicago's Plan for Hospital Care."

Big Preparations for A & H Week

(CONTINUED FROM PAGE 17)

Ore., and Salt Lake City. In several of these cities special awards are offered for the leading producers of accident and health business next week and banquets will be held later on at which presentation of these awards will be made.

All of the local associations are actively behind the window display contest, to be conducted by agents in cooperation with their local druggists. The San Francisco association has arranged for displays in all the stores of the Owl drug store chain there. Much interest is being displayed in that contest in all sections of the country. The associations are also making full use of the sales aids that are provided by the general committee, including the official poster showing the smiling little girl saying "My daddy has accident and health insurance," the "68" button, the "Three

Smart Fellows" booklet, street banners, street car advertising and other forms of publicity. An institutional advertising campaign in the insurance press is being conducted for the first time.

A National Accident & Health Week broadcast will be given over radio station WCFL in Chicago from 9 to 9:15 p. m. on April 23 by J. Robert Johnson, Chicago broker and insurance radio commentator.

PERSONALS

Secretary **W. L. Bates** of the bonding department of the Fidelity & Casualty observed 25 years with the company April 13. He was presented with the gold service medal and joined the ranks of the "Old Guard." The medal was given by President B. M. Culver during luncheon at the home office. On the evening of his anniversary, Mr. Bates was the guest of honor at a dinner. Between 40 and 50 were present, officers, executives and associates from the bonding department and other divisions. He was presented a handsome desk lamp and a cigarette case. His first and only job has been with the F. & C. Joining the company in 1913 as a fidelity examiner he moved steadily upward, being appointed office manager in 1923, assistant superintendent in 1925, superintendent in 1932 and elected to secretary in 1934.

R. M. Douglas, cashier of the L. O. Schriver general agency of the Aetna Life in Peoria, Ill., and the accident and health underwriter there, was honored by the staff on his birthday and 12th anniversary with the agency.

H. P. Linn, vice-president of the Central Surety, stopped off in Chicago to visit W. A. Anderson, assistant branch manager. Branch Manager L. H. Conchie at present is vacationing in Fort Lauderdale, Fla., with his family and will return early next week.

Bituminous Casualty Guide

The Bituminous Casualty of Rock Island, Ill., has published a convenient work, "Casualty Commentary." This is a hand-book for agents. It sets forth in concise and understandable form the rules of Bituminous Casualty with respect to its various departments and its method of operation. Much of the material is elementary but it supplies the agent with a working guide for his every day needs.

WASHINGTON SERVICE OFFICE

FOR over twenty years this office has served the field force of this Company. The following, from an agent in Nebraska, is typical of many letters.

"I wish to state that we have had substantial evidence of the value of this office insofar as our agency is concerned."

NEW AMSTERDAM CASUALTY CO.

BALTIMORE

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JOSEPH P. GIBSON, JR.
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*Inter-Ocean's
Year of Greatest
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The INTER-OCEAN CASUALTY Co.

Executive Offices:

CINCINNATI, OHIO

35th Anniversary

CASUALTY ASSOCIATION NEWS

Index Plan in Operation

Attorney-Adjuster Issue Also Discussed by Southern California Casualty Adjusters

LOS ANGELES—The Southern California Casualty Adjusters Association, at its monthly luncheon meeting, with 122 in attendance, received a report from its committee on the subject that the Southern California Index has already been put in operation under the supervision of the Hooper-Holmes Bureau, in accord with the agreement adopted at a previous meeting, that more than 500 cards were in the files and that 18 companies were subscribing to the index.

Charles Griffin, recently appointed investigator for southern California for the Pacific Coast Index, operated by the Association of Casualty & Surety Executives, informed the adjusters that he has opened his office in the Garfield building, and is now ready to serve the adjusters in every way. The association fixed May 21 as the time for its annual picnic.

Attorney-Adjuster Issue

James A. Betts spoke on the attorney-adjuster issue. He expressed the belief that adjusters are more apt and on their toes in regard to their business than attorneys and that they would go further than attorneys in protecting the public. He said, however, there are abuses in the adjusting business and something must be done to correct the situation. He held that enforcement of a proper code of ethics must come from the companies.

Paul Vallee, chairman of the state bar committee, spoke. He declared the bar had no quarrel with either adjusters or companies, that it had no idea of seeking the jobs of the adjusters and that it is just as hard on attorneys who violate the laws relative to ambulance chasing as on adjusters who seem to go beyond their strict rights.

Marion Betty, a member of the same committee, author of the present California ambulance chasing law, which recently was declared constitutional by the courts, said abuses exist in the adjustment of accident cases and that many of them could be laid at the doors of the companies and the adjusters, but also said that attorneys were not blameless. He declared that if the abuses could be eliminated, the question of adjusters practicing law would never come to the front.

Chicago Burglary Club Is Revamped; Coan President

The Burglary Underwriters Club of Chicago has been reorganized, its title now being Chicago Burglary & Plate Glass Association. W. A. Coan, assistant manager American Indemnity, was elected president. Luncheon meetings will be held the first Wednesday each month at 302 South Wells street. They will be informal discussions of underwriting problems, with no speakers. Objectives outlined are to create harmony and good fellowship, encourage good practice and stimulate constructive thought.

Other officers elected are: first vice-president, R. L. McNamara, National Surety; second vice-president, George Borkovec, Sun Indemnity; secretary,

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Walter Klein, Standard Accident; treasurer, H. L. Bredberg, National Service & Appraisal Co.

The new executive committee consists of Paul Girard, Hartford Accident; L. W. Burger, Bankers Indemnity; J. MacGregor, Continental Casualty; M. Patt, United States Fidelity & Guaranty; G. M. Rieck, Aetna Casualty.

There will be no dues required for the remainder of the year. Sixty-three members are listed as active in the revamped organization, which until a week ago had held no meetings for a long time.

Pa. Claim Men's Meeting

The 1938 convention of the Pennsylvania Claim Men's Association will be held at the Bedford Springs Hotel, Bedford, July 8-9, the executive committee decided at a meeting at the Hotel Hershey.

H. D. Stoner of Harrisburg, president of the association, presided at the meeting, and appointed the following convention committees:

Entertainment, B. B. Stillwagon and W. A. Biehl, both of Reading; advertising, J. K. Ivory, Harrisburg, Fred C. Clerihue, Altoona, A. W. Johnson, Pittsburgh, and R. R. Williams, Allentown; membership, Newell Bradway, Pittsburgh, H. D. Weaver, Harrisburg, R. R. Williams, Allentown, J. K. Ivory, ethics, H. F. Dowling, Harrisburg.

A pre-convention meeting of the executive committee will be held at the Harrisburger hotel June 1, when speakers will be announced.

Plan for Annual Outing

NEWARK—At its meeting this week the Casualty Underwriters Association of New Jersey will discuss plans for the annual outing in June.

Barnet Boston Speaker

BOSTON — Representative Philip Barnet of Fall River, former chairman of the insurance committee of the Massachusetts legislature, discussed its operations at a meeting of the Association of Casualty Underwriters of Boston.

Mountain States Group Meets

DENVER.—The Mountain States Casualty & Surety Association met here to discuss underwriting problems. There was considerable discussion of new forms and policies of the last six months.

D. L. Robb with Millikan

CINCINNATI—David L. Robb has been appointed special agent for the J. R. Millikan general agency of the Fidelity & Casualty. He went to the home office of the Fidelity & Casualty in 1934 after his graduation from Purdue University. After work in the compensation, liability, burglary and plate glass, and bonding departments, he was transferred to the Cleveland office. Mr. Robb is a native Cincinnati.

Lebby on Eastern Trip

William E. Lebby, head of the Los Angeles general agency bearing his name, accompanied by Mrs. Lebby will leave shortly for an eastern trip, which will extend well into June. He will attend the Health & Accident Underwriters Conference meeting in Chicago, where he will speak on "Building an Accident and Health Agency." From there they will go to Philadelphia, where they will visit Mrs. Lebby's parents before returning home.

Gallahue on Coast Trip

E. F. Gallahue, secretary-treasurer of the American States of Indianapolis, is in Los Angeles spending ten days there with Prentice Hewitt, southern California manager, and calling on agents in that territory.

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INQUIRIES ADDRESSED TO OUR NEAREST GENERAL AGENCY OR BRANCH OFFICE, ARE INVITED

Charles G. Baeder.....	Insurance Exchange Bldg.....	Chicago, Illinois
W. A. Schickedans.....	10-A W. Washington.....	Belleville, Ill.
W. C. McDonald.....	Heyburn Bldg.....	Louisville, Ky.
Wm. P. Rollins, Inc.....	130 E. Washington Bldg.....	Indianapolis, Ind.
J. O. Carr.....	Insurance Exchange.....	Des Moines, Ia.
C. F. Crist & Co., Inc.....	114 W. 10th Street.....	Kansas City, Mo.
Walsh Insurance Agency.....	Webb-Crawford Bldg.....	Birmingham, Ala.
Hicks-Brady Company.....	Harry Nichol Bldg.....	Nashville, Tenn.
R. A. Hesse.....	721 Pierce Bldg.....	St. Louis, Mo.
T. H. Maenner, Inc.....	City National Bank Bldg.....	Omaha, Nebraska
J. Austin Dilbeck Ins. Agency.....	Trust Company of Georgia Bldg.....	Atlanta, Ga.
R. T. Ohlweiler.....	Metropolitan Bank Bldg.....	Minneapolis, Minn.
C. L. Owenby, Inc.....		Tallahassee, Fla.

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Casualty Net Premiums and Paid Losses in 1937 in WEST VIRGINIA

	Total		Auto. Liab.		Other Liab.		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary-Theft		Prop. D. & Coll.	
	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses	Prem.	Losses
Accel. & Cas. Ins. Co.	4,060	130	2,035	664	664	11,302	36	45,748	382	202	65	660	1,017	65	1,017	65
Aetna Cas. & Surety	316,946	74,570	110,477	42,703	88,461	11,302	36	45,748	382	202	65	660	1,017	65	1,017	65
Aetna Life	150,086	82,998	96	18,535	18,535	8,612	16	45,748	382	202	65	660	1,017	65	1,017	65
American Auto	8,829	11,354	6,528	9,587	9,587	9,587	9,587	9,587	9,587	9,587	9,587	9,587	9,587	9,587	9,587	9,587
American Casualty	153,799	76,120	99,788	49,107	2,956	325	325	325	325	325	325	325	325	325	325	325
American Employers	14,395	3,075	8,604	1,785	1,195	278	278	278	278	278	278	278	278	278	278	278
Amer. Fidel. & Cas.	273,098	98,786	211,345	81,476	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118
Amer. Motorists	33,759	10,783	22,803	7,426	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118	1,118
Amer. Mutual Liab.	13,670	449	2,558	64	9,969	135	135	135	135	135	135	135	135	135	135	135
Amer. State	4,903	92	3,472	2,362	2,086	29	29	29	29	29	29	29	29	29	29	29
Amer. Surety	47,601	2,986	3,066	2,362	2,086	29	29	29	29	29	29	29	29	29	29	29
Associated Indem.	3,921	128	1,053	2,465	2,465	97	97	97	97	97	97	97	97	97	97	97
Bankers Indem.	9,592	8,780	3,486	3,108	3,363	4,010	4,010	4,010	4,010	4,010	4,010	4,010	4,010	4,010	4,010	4,010
Buckeye Union Cas.	5,963	277	3,659	662	662	200	200	200	200	200	200	200	200	200	200	200
Central Surety & Ins.	905	9,160	43	200	125	125	125	125	125	125	125	125	125	125	125	125
Century Indem.	1,687	2,426	501	268	268	268	268	268	268	268	268	268	268	268	268	268
Columbia Cas.	12,899	7,970	2,026	1,843	1,843	1,843	1,843	1,843	1,843	1,843	1,843	1,843	1,843	1,843	1,843	1,843
Commercial Cas.	160,388	83,937	10,179	2,507	2,436	319	319	319	319	319	319	319	319	319	319	319
Continental Cas.	102,762	38,641	17,877	1,636	13,205	7,444	559	160	16,267	7,349	859	307	1,216	750	9,621	3,642
Eagle Indem.	5,625	4,785	1,901	2,208	399	51	30	30	849	1,445	463	283	283	283	1,016	992
Employers Liab. As.	89,288	36,386	32,234	19,484	34,508	4,003	4,003	4,003	500	664	2,025	763	4,780	1,934	13,507	7,669
Employers Reins.	123,682	7,337	113,364	3,197	602	801	801	801	2,215	6,411	3	236	120	22	417	86
European Gen. Reins.	7,000	14,755	1,867	2,356	2,356	2,356	2,356	2,356	2,356	2,356	2,356	2,356	2,356	2,356	2,356	2,356
Excess Mut. Liab.	6,086	—2,564	1,867	3,275	3,275	3,275	3,275	3,275	204	—2,534	—	—	—	—	—	—
Factory Mut. Auto.	933	73	621	80,230	80,230	80,230	80,230	80,230	80,230	80,230	80,230	80,230	80,230	80,230	80,230	80,230
Farm Bur. Mut. Auto.	274,002	138,266	131,829	88,412	33,444	6,215	6,215	6,215	68,292	31,771	9,729	5,526	20,111	1,827	129,115	57,046
Fidelity & Cas.	379,160	171,448	153,169	88,412	33,444	6,215	6,215	6,215	92,213	12,233	3,260	2,649	8,910	1,097	60,257	31,282
Fidelity & Deposit	104,392	16,979	1,389	1,000	1,015	3	3	3	739	116	115	53	10	10	648	23
Fireman's Fund Ind.	4,291	1,172	21	1,000	1,015	3	3	3	739	116	115	53	10	10	648	23
First Reins. Co.	1,041	862	21	1,000	1,015	3	3	3	739	116	115	53	10	10	648	23
Gen. Acc. Fire & Life	112,217	74,664	67,422	58,357	7,919	1,749	1,749	1,749	1,133	322	3,453	596	27,676	12,580	8,594	331
Gen. Reins. Corp.	40,005	5,563	26,389	5,439	1,618	1,618	1,618	1,618	6,995	368	5	304	2,833	41	800	2,833
Glens Falls Indem.	13,165	26,208	5,949	3,319	833	319	319	319	1,928	20,452	732	98	195	385	3,530	2,198
Globe Indem.	55,770	26,456	23,213	11,979	6,558	181	869	869	5,108	—391	606	2,584	4,849	6,282	9,106	4,788
Great Amer. Indem.	29,685	12,108	16,579	6,360	2,589	105	105	105	1,839	1,732	700	320	607	80	6,963	3,611
Great Lakes Cas.	9,375	3,517	3,214	339	1,402	1,402	1,402	1,402	1,312	1,423	538	10	7,348	1,631	6,155	3,178
Hardware Mut. Cas.	28,232	4,649	17,632	1,585	1,402	1,402	1,402	1,402	1,312	1,423	538	10	7,348	1,631	6,155	3,178
Hartford Acc. & Ind.	147,144	56,255	72,738	22,979	17,720	5,573	5,573	5,573	18,237	15,569	2,670	1,074	6,426	774	5,013	2,207
Home Indem.	5,381	2,570	3,041	1,857	664	175	175	175	188	325	91	203	1,054	447	1,054	447
Indem. Ins. Co. N. A.	13,236	2,751	3,015	250	1,975	87	87	87	4,442	544	79	14	1,732	1,603	1,867	350
Inland Mutual	26,150	356	16,968	25	1,756	1,756	1,756	1,756	112	21	30	30	1,575	186	8,594	331
Liberty Mutual	35,274	9,160	15,874	4,378	14,717	1,348	1,348	1,348	112	21	30	30	1,575	186	4,490	3,434
London Guar. & Acc.	117,760	39,655	26,854	12,766	37,570	16,929	1,996	692	210	35	1,508	832	1,575	186	11,302	4,518
Long. & Lauc. Indem.	210	5,577	6,577	5,577	5,577	5,577	5,577	5,577	210	35	1,508	832	1,575	186	11,302	4,518
Lumbermen Mut. Cas.	96,102	28,604	64,709	14,959	5,758	1,756	1,756	1,756	1,848	3,404	1,404	38	21,760	8,447	21,760	8,447
Maryland Cas.	106,893	34,219	36,953	19,938	10,873	1,683	1,683	1,683	21,292	—3,638	2,318	968	4,523	108	14,906	8,321
Mass. Bonding	90,136	19,501	34,776	4,608	4,679	701	701	701	4,355	415	3,148	1,257	2,776	78	11,462	2,881
Metropolitan Cas.	24,631	3,691	13,929	1,476	2,854	234	234	234	309	415	2,070	595	763	26	4,818	1,348
National Casualty	29,673	14,181	652	137	234	234	234	234	87	52	12	30	140	140	140	140
National Mutual	5,109	78	3,639	137	234	234	234	234	87	52	12	30	140	140	140	140
National Surety	104,719	11,395	18,345	14,722	15,949	12,367	713	713	89,547	11,018	704	167	14,468	210	16,333	4,055
New Amsterdam Cas.	116,588	31,327	18,345	14,722	15,949	12,367	713	713	55,230	—3,777	2,079	1,032	5,749	1,022	16,333	4,055
New Century Cas.	75,352	27,994	49,085	16,288	1,003	772	772	772	2,848	901	2,848	901	587	101	22,519	10,860
New York Casualty	15,072	2,336	413	203	1,003	772	772	772	9,565	—195	1,245	939	587	101	22,519	10,860
Norwich Union Ind.	3,785	1,904	2,312	1,116	26	26	26	26	151	91	35	35	1,241	619	1,241	619
Ocean Acc. & Guar.	186,629	38,939	23,102	12,875	18,090	2,578	967	967	1,435	1,419	1,510	615	3,077	259	8,003	3,025
Ohio Casualty	7,166	4,829	2,778	3,982	434	434	434	434	2,180	229	101	203	1,387	605	1,387	605
Ohio Farmers Indem.	927	170	2,518	128	128	128	128	128	2,180	229	101	203	1,387	605	1,387	605
Pennsylvania Cas.	3,561	5,282	12,260	1,655	3,130	137	244	244	832	1,373	1,715	618	4,345	1,599	4,345	1,599
Phoenix Indem.	22,669	37,483	27,599	17,260	5,244	7,500	22	22	3,094	5,656	1,136	1,632	3,236	1,087	10,289	3,630
Royal Indem.	45,442	8,037	22,519	3,862	6,297	22	22	22	2,406	488	864	183	675	.....	10,654	3,482
Seaboard Surety	818	16,034	20,471	1,189	6,904	2,194	2,194	2,194	818	7,894	1,935	639	5,569	322	10,079	2,399
Standard Acc. Ind.	69,244	409	275	8	8	8	8	8	22,188	7,894	1,935	639	5,569	322	10,079	2,399
Standard Sur. & Cas.	409	16,034	20,471	1,189	6,904	2,194	2,194	2,194	818	7,894	1,935	639	5,569	322	10,079	2,399
State Auto Mut.	375,082	167,478	207,484	110,914	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	134,730	52,386
State Farm, M. Auto.	392,286	181,297	211,101	104,752	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	132,826	72,842
Travelers Indem.	33,088	15,553	.....	2,296	2,296	2,296	2,296	2,296	.....	.....	.....	.....	.....	.....	30,779	9,361
Travelers	243,723	110,901	80,575	28,700	29,540	27,883	487	487	.....	.....	.....	.....	.....	.....	.....	.....
United States Cas.	96,358	51,328	33,375	23,839	41,723	19,134	19,134	19,134	1,511	20	651	274	1,951	438	11,566	6,079
U. S. Fid. & Guar.	211,116	60,503	77,646	40,350	21,912	4,251	18	18	62,179	—1,035	6,532	3,783	8,856	635	27,715	10,004
U. S. Guarantee	174,866	62,479	96,161	35,166	25,485	7,319	7,319	7,319	11,293	—2,806	1,059	942	2,098	878	38,770	20,880
Zurich Gen. Ac. & L.	104,000	31,872	41,497	15,726	19,782	1,951	1,951	1,951	.....	.....	.....	.....	.....	.....	17,841	8,371

Totals 8,771,643* 3,840,053* 2,330,320 1,015,318 540,172 159,470 5,374 1,223 593,227 112,726 14,

POINTERS FOR LOCAL AGENTS

Professional Insurance Buyer Has Key Post

KANSAS CITY.—The part of insurance in the modern business scene was outlined in a talk before the St. Joseph (Mo.) Association of Credit Men by W. J. Welsh of the Mann, Barnum, Ker-dolf & Welsh agency here.

The importance of insurance, he said, is reflected in the insurance programs of the National Association of Credit Men, American Management Association, and groups such as the Insured Buyers Conference of the Associated Industries of Missouri at St. Louis, Joplin, St. Joseph, and Kansas City.

However able a business man may be, he cannot continue to maintain balance between the credit and debit side of the ledger unless buildings and physical property are protected by insurance. Without insurance he is not a satisfactory credit risk, Mr. Welsh observed.

In the old days, Mr. Welsh recalled, business had to adapt itself and its usages to cut-and-dried insurance forms. Today insurance is adapted to the peculiar and particular needs of business.

Has Two Responsibilities

The credit manager should look after the insurance needs of his own concern and those of the debtor, he declared.

Two insurance questions are asked on the standard bank loan form recommended by the twelfth federal reserve district.

1. How much life insurance and with what companies? If credit is heavily extended on the bank's faith in a man, it likely will get its money—if he lives. But why didn't the bank also ask "How is it to be paid?" Unless the creditor is specified, it won't matter whether the amount is \$1,000 or \$1,000,000. The bank can't recover.

2. What insurance is carried on buildings, merchandise, machinery? Here they had in mind fire insurance. Yet personal injury is the most dangerous type of risk today and the credit side of the debtor's ledger can be seriously jeopardized or entirely wiped out by one such claim.

Why not explosion, earthquake, and windstorm insurance? asked Mr. Welsh. Among new property insurance coverages are boiler, machinery, and cargo. At this minute there are companies with millions of dollars worth of merchandise moving over the highways of the nation. What about building collapse, water damage?

Third Party Claims

Third party claims? The common form is represented by the master and servant relationship; in other words, workmen's compensation. Automobile public liability? But what kind: owned, hired, or contract trucks? Do salesmen drive cars they own but use in connection with their company's business? If the debtor hasn't protection in this case, what is between the debtor's assets and your debt?

"Recently I was a witness in a \$67,000 personal injury suit arising out of one automobile accident and against a concern that didn't own a single automobile or truck. It had contracted for some hauling. The insurance company settled for \$40,000. Such a loss would raise the devil with the credit of practically all debtors of every person in this room."

"Most common form of contractual liability is the railroad sidetrack or right-of-way agreement. In signing such an

agreement you have done something no banker would do if he knew it: in effect, signing a note in blank by agreeing to hold harmless the railroad against the hazards created by the operations of the railroad on that sidetrack."

Malpractice and products liability suits were unheard of 20 years ago.

Products liability is the risk of injury arising from use or consumption of an article after it reaches the market. Many manufacturers and wholesalers are passing on to their distributors products liability via receipts, which, signed by the distributor, frequently without his knowledge and almost always without his understanding, contain a hold harmless clause in connection with products liability. It is a good defense if a claim arises: the manufacturer has passed on the liability along with the ownership of the goods, and he avoids cost of coverage. But the credit of the man signing such a receipt is endangered.

"The large concern can only carry out an intelligent and sensible program by having a professional buyer of insurance.

There comes a point in the size and complexity of every business," Mr. Welsh said, "when it is necessary to assign the responsibility of insurance to one man and give him complete power to handle. There are an increasing number of these buyers. They are crack insurance men who are making a career out of the buying of insurance and who are paid as much as \$12,000 a year.

"For the small concern that can't afford such a professional insurance buyer, insurance responsibility should be as-

signed to one person. Generally he is the credit man. He must be a person with patience to bear with the technicalities of insurance.

"We can hardly keep up with our own business, which is recognized as one of the most highly competitive. Every day we have loose leaf changes in some of the manuals we use. If we have so much difficulty, it must be extremely difficult for the buyer who spends so little time on it.

"If you can't afford an insurance buyer," Mr. Welsh recommended, "buy the services of an expert—a competent agent. Our own agency has 19 companies, not for capacity but for flexibility. Preferably he is one agent, for what is everyone's business is nobody's business. If he doesn't deliver, fire him, as you would the office boy, and get another; if he does, go along with him.

"What are the qualifications of such an agent? A novice won't do because the credit of the entire business is involved. If you owe someone some social, business, or political obligation, pay him in some other way than buying your insurance from him—and save money. The brother-in-law is the poorest qualified of all agents. Subsidize him in some way other than placing in his hands the safety of your firm."

Mr. Welsh also made a talk before the Jasper County Insured Buyers Conference. He argued that dual interest policies fail adequately to protect contingent loss possibilities and that they actually lessen the protection granted under the standard form, the phrasing of which is not designed for more than one named insured.

Mr. Welsh advised buyers always to carry a contingent policy even though the car operator and the owner both carry primary insurance. This makes all the protection available to the named insured rather than divides the protection as under the dual interest policy.

Adequate Coverage Aids Credit

NEW HAVEN, CONN.—The importance of insurance in extending credit was emphasized by L. E. Falls, vice-president American of Newark, in a talk here before the New Haven Association of Credit Men. In the five years preceding 1936 the loss to credit institutions, exclusive of banks was \$3,200,000, more than half of which was the result of inadequate insurance.

The assets of the majority of those seeking credit consists mainly of plans, equipment, and inventories. Sometimes, particularly in the case of merchants, income-producing real estate is the chief asset, said Mr. Falls.

"Buildings, machinery and stock are subject to a variety of perils, any one of which can, and frequently does, destroy the asset and render the owner incompetent to meet previously incurred obligations, no matter how strong his character, nor how good his record of past performance in that respect.

"The owner of a three-story building occupied the grade floor for retail mercantile purposes, and rented the upper floors for dwelling flats. His equity in the building appeared to be ample security for the credit which he obtained from wholesale houses supplying him with merchandise. His business was prosperous, and the income from rents regularly increased his net income. A woman, visiting one of the tenants on the second floor, leaned against a stair railing which gave way and precipitated her to the sidewalk below. The resultant judgment which she obtained for personal injury, caused the financial fail-

ure of the building owner, who settled with his creditors for 5 cents on the dollar.

"Two young men in Pittsburgh operated a successful and growing commission business. They were industrious and efficient in their business; lived within their incomes, and paid their bills promptly. A local bank loaned them \$14,000 to expand the enterprise, and with part of this money the young men purchased two automobiles, necessary to their business. Within a short time an accident, involving one of these automobiles, resulted in a judgment against the commission house, which wiped them out, and the bank lost \$14,000.

Should Have Had Protection

"A manufacturer of sash doors and blinds, in a western state, suffered the destruction of part of his plant by fire. It took five months to repair the fire waste and reestablish the business, during which time unavoidable current expenses were met out of accumulated surplus, and by further extension to the manufacturer of credit from the firms with which he had a long record as a good customer. After the fire, he struggled along for four years, and then failed, paying his creditors 10 cents on the dollar.

"The records are replete with instances similar to the foregoing three. The common denominator in these cases is the lack of adequate insurance.

"The retail merchant, whose business was housed in his own building, should have carried owners', landlords' and ten-

Hail Companies Do Not Pay for Sleet Damage

Owing to a typographical error in a recent issue, it was stated that hail writing companies acknowledge liability for damage done by a sleet storm. The word "not" was left out. The question came up in regard to the recent blizzard that hit Oklahoma and Texas causing considerable damage. There was no hail or sleet. Soft snow and rain fell on the grain and froze. Naturally there was no liability under such conditions. Companies writing hail insurance on growing crops are only liable for actual hail damage.

The hail managers are looking over the situation in the southwest following the blizzard to ascertain what effect can be noticed as to the crop. In some sections the wheat had gotten to be of considerable height and was on the point of heading.

ants' liability insurance, the cost of which he could comfortably bear as a current expense, which policy would have indemnified him for his loss when a broken stair rail caused an expensive personal injury to a member of the public. The supply houses granting him credit owed it to him and to themselves to have inquired into the insurance protection of his assets upon which they relied for payment of his obligations. But they did not inquire. The bank in Pittsburgh did not inquire whether the commission merchants carried automobile liability insurance; the young men operating the business were competent commission men, not versed in the protection of assets and businesses. The mill worker in a western state carried fire insurance on his building, machinery and stock; but no one had urged upon him the need for insurance to protect his net earnings in event some common hazard rendered the premises untenable and interrupted the operation of the business. His ultimate financial failure was the direct result of inadequate insurance, in the fact that he did not carry net earnings insurance, sometimes called business interruption indemnity or use and occupancy insurance.

Questionnaires Devised

"Your judgment of the amount of insurance needed by your customer must be based upon sufficient information as to the risks to which his assets and earning capacity are subject. Dun & Bradstreet recognizes that you have this need, and has cooperated to revise their information return so that it will disclose to you more usable information in this respect. The National Association of Insurance Agents, collaborating with the National Board and the National Bureau of Casualty & Surety Underwriters representing the insurance companies, have prepared a condensed questionnaire, answers to which you are in position to require from one who seeks credit from you. Having discovered to what risks the assets of your applicant are subject, against which he may insure for his own and your protection, it is your further burden to counsel him and decide for yourselves what is dependable indemnity."

Question—If a man has his automobile insured, being a resident of the United States, and takes a trip to Canada, would he be covered there in case of accident?

Answer—He would have the same coverage as he enjoys in his home state.

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FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

"Alumni" to Honor Sellers

Former Employes of Ohio and West Virginia Bureaus to Attend Dinner June 6

COLUMBUS, O.—What is believed to be one of the first alumni meetings of its kind ever held, if not the first, will take place here June 6 when former employes of the Ohio Inspection Bureau and West Virginia Inspection Bureau will give a dinner in honor of Truitt B. Sellers, manager of these bureaus. Attendance will be limited to former inspectors with these bureaus. Many local agents, officials and company executives, as well as men prominent in rating bureaus, began their careers under Mr. Sellers. He has just completed 40 years service with the Ohio Inspection Bureau, and the affair will commemorate his anniversary and serve as the occasion for a reunion of former employes.

Arrangements are being worked out by Bernard F. Flood, Royal-Liverpool groups, 810 Hartman building, Columbus, and those interested are asked to communicate with him. A few days ago attaches of the Ohio Inspection Bureau assembled in Mr. Sellers' office and presented him a huge bouquet of flowers in commemoration of his anniversary.

Mr. Sellers was born at Lebanon, O., and was in banking in Covington, Ky., before embarking in bureau work. He joined the Ohio bureau as an inspector April 16, 1898, and four years later became manager. The West Virginia bureau was started in 1900 and is operated as a separate bureau under Mr. Sellers' management. The Ohio bureau was established in 1894. The two bureaus now have 325 company subscribers. The Ohio organization has 175 employes and the West Virginia bureau 25. Mr. Sellers is the dean of bureau managers in the central west.

Stress Local Board Problems at Wisconsin Mid-Year Meet

MILWAUKEE — Every agent in Wisconsin is invited to attend the semi-annual get-together and mid-year conference of the Wisconsin Association of Insurance Agents here May 19-20. This meeting will be open to non-members. The safe driver reward plan and other controversial subjects will be discussed. President J. Conan Thornton, Fond du Lac, is completing the appointment of committees.

The evening of May 19 a dinner meeting will be held particularly for local and county board officers, which will discuss local and county board problems and also exchange information on the most successful methods of operating such boards.

Walter Schar of Madison, vice-president of the state association, has been named to represent local agents on a general committee to promote local interest and attendance at the school for training of firemen at Madison, Aug. 23-25.

Wisconsin B. D. Meets Held at La Crosse, Watertown

A Business Development conference for the seventh Wisconsin district was held at La Crosse with 58 agents and 14 field men in attendance. E. S. Willman, Commercial Union, was chairman of arrangements, and T. L. Mulcahy, National Fire, presided. Speakers were

R. L. Nicholson, Michigan Fire & Marine; Harvey Girard, Providence Washington; John Nelson, Home; G. F. Risley, Great American; W. V. Jackson, Eau Claire local agent and member of the executive committee of the Wisconsin Association of Insurance Agents, and R. A. Kenzel, Northern Assurance. Louis Robinson, secretary La Crosse Trust Company, discussed general business conditions at the dinner.

J. F. Reilly, Home, was in charge of arrangements and Nelson Lane, St. Paul Fire & Marine, was chairman of the third district conference at Watertown. Speakers were Clarence James, Aetna Fire; Mr. Girard, George Peacock, Agricultural; H. A. Bird, Beaver Dam, past president Wisconsin Association of Insurance Agents; Frank Krehla, Twin City Fire; A. H. Larson, Firemen's, and Verne Douthit, North America.

St. Paul Insurance Women Stage "Bosses Night"

About 25 employers attended the first "Bosses Night" held by the St. Paul Association of Insurance Women, which is entering its third year.

P. J. Lyons, claim superintendent London-Phoenix group, talked on insurance in general and the mechanics of the claim department. He showed how the underwriting department can be of assistance to the claim department in expediting settlement of claims. He explained why some claims are settled to save expense to the company rather than have them go to suit. Following his talk, he answered questions from the floor.

Mrs. Roy Nienhauser, first president and organizer of the club, gave a resume of its work, paying special tribute to the employers for their interest and cooperation. It is from the ranks of employers that speakers are picked for the meetings. A number of previous speakers were present and tribute was paid them for their part in the growth of the club.

The employers were then given an opportunity to express their views of the organization and all were enthusiastic in regard to the work it is doing. Mrs. Fern Harrington, president, presided at the meeting. Secretary H. S. Matteson represented the St. Paul Insurance Exchange.

Increase Ottumwa School Line

OTTUMWA, IA.—The school board has increased the fire insurance on the high school building from \$100,000 to \$300,000. The additional \$200,000 was divided among the 13 agents who carried the existing insurance. The entire \$300,000 is on a 50 percent coinsurance basis.

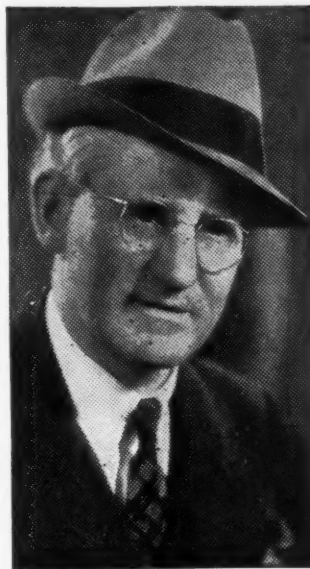
Strubinger's New Setup

Bert E. Strubinger, St. Louis attorney and independent adjuster, has made several changes in the personnel in his branch offices. Emil B. Corzine, attorney, is in charge of the Kansas City, Mo., office located in the Dierks building. Mr. Corzine formerly practiced in Springfield, Mo., and is thoroughly trained in the handling of all types of claims. He has been a practicing attorney for three and one-half years.

At Springfield, Mo., Gene J. MacElhern, attorney, is now in charge, having been transferred from Mr. Strubinger's St. Louis office. Mr. MacElhern has been a licensed attorney for four years, as well as an experienced adjuster and investigator.

Jack Sharpe, attorney, was transferred from the Kansas City office to

Cleveland Speaker



MAJ. NORMAN ALLAN IMRIE

CLEVELAND—Maj. Norman Allan Imrie of Columbus will address the annual banquet of the Insurance Board of Cleveland April 28. Major Imrie is a humorist of international repute and his appearance will be the high spot of the program. The banquet will be held in the Mid-Day Club, Union Trust building, beginning at 6 o'clock.

take charge of the southeast Missouri office at Cape Girardeau. Mr. Sharpe formerly was connected with Mr. Strubinger's St. Louis office. He is a native of southeast Missouri.

At Denver, Mr. Strubinger has added Myron H. Burnett, an attorney, to his force. Mr. Burnett has been practicing approximately six years and has had five years' experience in Colorado territory in the investigation and adjustment of claims.

No changes have been announced or contemplated in the Quincy, Ill., office, which services central and northern Illinois, northwestern Missouri and southwestern Iowa, representing a number of companies in all phases of insurance.

Mr. Strubinger has been in the independent claim field for 14 years, having his main office in St. Louis, his expansion to branch offices developing within the last eight years.

Form New Cyclone Mutual

Meeme Mutual Home Protection Fire, Manitowoc, Wis., has amended its articles to eliminate the writing of cyclone insurance, in compliance with the amended insurance law. Officers of the Meeme Fire have organized the Lakeland Cyclone Mutual to carry on the cyclone business. George Mates is president, and John Kolb, secretary.

Indiana Drive Successful

The membership drive of the Indiana Association of Insurance Agents has been very successful. There were 301 members Jan. 1, whereas now there are 470, and Indiana has been the leader in the National Association of Insurance Agents weekly contest at least twice in the last month. The objective in Indiana is 1,000 members and the push for additions will be actively continued. Ross Coffin, president; J. W. Stickney, secretary, and R. A. Hendrickson, counsel, have visited many centers in the state and there are a number of local boards on the verge of formation with many

more prospective members in sight. Agents of the state have a strong need for organization at this time as a number of bills are expected to be introduced in the legislature next January that will have an important bearing on local agency interests.

Nebraska Agents to Hear E. E. Robinson and A. B. Moe

LINCOLN, NEB.—Plans for the annual convention of the Nebraska Association of Insurance Agents to be held at the Cornhusker Hotel May 18-19 are partially completed.

Two speakers already selected are E. E. Robinson, secretary National Bureau of Casualty & Surety Underwriters, and Arne B. Moe, superintendent of the marine department of the Aetna Fire.

A meeting of the executive committee will be held the evening of May 17. The convention proper will open May 18 with a morning session only on the 19th.

L. C. Simpson of Fairbury, president of the association, will preside. Thomas A. Bryan, Omaha, is secretary.

Bay City Adds Coverage

BAY CITY, MICH.—The city commission has decided to augment insurance carried on municipal property under a plan recommended by a special committee. Insurance to be placed on city buildings, other than those of the fire department, will total \$1,082,180. The city has been carrying only \$494,000 coverage, although the properties involved were appraised at \$1,355,000. The committee reported that the net cost of adding \$775,000 more insurance on a 90 percent coinsurance basis will amount to only \$215 per year over the next three years as the business is gradually transferred to the new plan. Annual premium cost after the third year will be \$2,128.

Regional Meet at Brainerd

A regional meeting of the Minnesota Association of Insurance Agents is called for Brainerd, Minn., April 22. On that date local agents at St. Cloud will meet in an effort to revive their local board. The Southern Minnesota Regional Association met this week at Faribault.

Regan Talks to Women

MINNEAPOLIS—J. M. Regan, manager casualty department Marsh & McLennan, discussed casualty insurance at the April 18 dinner meeting of the Minneapolis Insurance Women's Club.

Extend Milwaukee Patrol Area

MILWAUKEE—The patrol committee of the Milwaukee Board has enlarged the city territory in which the patrol will answer first alarms to protect property. All other areas beyond these limits will continue to be covered on second alarms.

Booth at Building Show

MASON CITY, IA.—The Mason City Fire & Casualty Underwriters Association had a booth at the building and home furnishings show here.

Honor Jenkins Bros. Agency

The Jenkins Bros. agency of Richmond, Ind., was honored by the Liverpool & London & Globe at a party in Richmond for more than 50 years' continuous representation of the company. Robert C. Walker, Indiana state agent L. & L. & G., and William Ellis of western office in Chicago represented the company. Both spoke of the pleasant relations which had existed between the company and Jenkins Bros. Agency. Mr. Walker presented the ladies corsages of gardenias and Mr. Ellis presented the agency an electric clock with Westminster

ster chimes, bearing an engraved plate. This is the third company to recognize the agency for an association of 50 years or more. The Home of New York on Dec. 7, 1937, had been represented for 80 years.

Renew Omaha Tax Levy

OMAHA.—A city ordinance levying an annual occupation tax on insurance agents and salesmen in Omaha was again passed by the city council. The levy last year netted \$20,000 for the city.

McVay, O'Connell at Marion

C. D. McVay, vice-president Ohio Farmers, and A. M. O'Connell, manager Eureka-Security Insurance Agency, Cincinnati, will speak at the district meeting of the Ohio Association of Insurance Agents at Marion, April 29. Mr. O'Connell will talk on "Casualty Insurance Must Be Sold." Agents from Allen, Mercer, Shelby, Auglaize, Logan, Hardin, Marion, Wyandot, Crawford, Putnam, Van Wert and Paulding counties will take part. Glen Webb of Lima is trustee for the district; George R. Lichty, Kenton, chairman, and Miss Helen Stecher, Upper Sandusky, secretary.

Cleveland Board Tax-Exempt

CLEVELAND.—Local boards will be interested to know that the Insurance Board of Cleveland has been granted exemption from the income tax on corporations under Section 101, Revenue Act of 1936. The board made application for the income tax exemption by filing affidavit which included description of the board's operations, copy of

regulations and latest financial statement.

Omaha B. D. Meet April 25

A Business Development meeting will be held in Omaha April 25. Joseph Barker, Jr., Omaha, is agency chairman and Earl V. Neuberger and Glenn L. Cavanaugh are field chairmen.

Speakers scheduled are Roy Hibben, Arthur B. Dunbar, Wallace Rodgers, D. W. Lyle, Mr. Neuberger, Mr. Barker and Mr. Cavanaugh.

Salvage Corps Meets May 2

The annual meeting of the Indianapolis Salvage Corps will be held May 2. C. Curtis Duck of the Spann Agency is president and E. H. Forry, insurance department Union Trust Company, is secretary. William Curran has been superintendent practically from the beginning.

Ohio Rural Meets Postponed

Due to the fact that it has been impossible to gather the factual data in time, the first two rural Business Development meetings in Ohio, under the auspices of the Ohio Association of Insurance Agents and representatives of farm writing companies, have been postponed. No date has been set for the one which was to have been held in Napoleon April 26. The one which was to have been held in Sidney April 28 has been postponed until May 26.

Round Table at Wichita

WICHITA, KAN.—The current meeting of the Wichita Insurers was a round table discussion of current problems led by Howard N. Fullington, chairman executive committee. President Byron S. Chapell presided and introduced Mrs. Chapell, who is office manager of the agency. Member agencies are using envelope stuffers this week announcing the showing of the film "In Old Chicago" and in turn the Fox Theater is running a trailer following the film referring to the Wichita Insurers membership representing stock fire companies only.

Guarantee Mutual Changes

SPRINGFIELD, O.—W. A. Knoderer, Columbus, has been elected president of the Guarantee Mutual Fire. He succeeds E. G. Ashley of Toledo, who retired recently. Mr. Knoderer is the last remaining member of the original board of directors which started the company in 1907. He was originally treasurer and has been vice-president for 11 years.

M. J. French has been elected secretary-treasurer, replacing H. F. Duesing, who died recently. Mr. French has been with the Guarantee Mutual 30 years, having been assistant secretary-treasurer and a director for 11 years. Henry Mueller, Cincinnati, was made vice-president. W. R. Boyd, Toledo, and E. C. Frampton, Mansfield, have been elected directors to succeed Messrs. Ashley and Duesing.

Detroit Women See Fashion Show

DETROIT.—About 165 attended the dinner meeting of the Detroit Insurance Women's League. Helen Roe, chairman, and Peggy K. Towell, co-chairman, conducted the session. There was a showing of spring fashions. Agnes Krick of the Michigan Audit Bureau, who was to have made a talk, was unable to appear and her talk will be given at a later date.

White Heads New Board

TRAVERSE CITY, MICH.—The newly formed Insurance Agents Association of the Grand Traverse Region has elected officers as follows: President, Elmer E. White, Traverse City; vice-president, Leo H. Stacey, Honor; secretary-treasurer, Charles B. Carver, Elk Rapids. Nine of the charter members of the organization have affiliated with the Michigan Association of Insurance Agents and the remainder of the charter membership is expected to join the state body by May 1.

IN THE SOUTHERN STATES

Says Houston Scents Danger

National Fire Protection Association Believes the City Is Appreciative of Its Potential Conflagration Hazard

The National Fire Protection Association states that since the Houston city council has instructed the city legal department to draw up an ordinance creating a board of managers for the water department, it indicates that the city is awake to the serious water system deficiency which combined with the wooden shingle roof situation makes it one of the large cities where a major conflagration is most likely to occur. Under the ordinance the board will be composed of nine citizens with one city commissioner as an ex-officio member. Consulting engineers advocated tapping the San Jacinto river for a water supply which will really be adequate for the city over a long period of years. The N.F.P.A. says the city should improve its unreliable and inadequate water service within the next two or three years if recommendations are carried out.

Agent Runs for Governor

Alabama is in the midst of a campaign for governor in which one of the candidates, Robert C. Goode of Gastonburg, is a local agent. He has operated a local agency for some 25 years. He has the blessing of the present administration headed by Governor Bibb Graves, but Superintendent Frank N. Julian and C. C. Greer, former superintendent, are reported to be supporting Frank Dixon, a Birmingham candidate for governor. The superintendency is an appointive office. C. C. Sparks is the other leading aspirant for governor. The election is May 3.

Wessels Elected President

Fred Wessels, vice-president and secretary of the Atlantic Mutual Fire of Savannah, Ga., has been elected president to succeed the late C. H. Kone-mann. Mr. Wessels' son, Fred Wessels, Jr., was elected vice-president and secretary. Charles H. Schafer, special agent, was chosen treasurer.

Status of Oklahoma Rule

L. J. McCoy, manager of the Oklahoma Association of Insurers, has sent out a bulletin pointing out that the new rule adopted by the executive committee outlining the manner in which new agents should be appointed in exchange towns is not yet effective. Under the by-laws, such changes must be submitted to the membership at least 30 days before the annual convention and they will come up at that time for action. The convention will be in Oklahoma City May 19-20.

Frank Smith Agency Sold

Frank Smith, Jr., of McAlester, operator of one of the oldest local agencies in Oklahoma, has sold his agency to Miss Helen Ainsworth. Mr. Smith had succeeded his father, the late Frank Smith, who founded the agency in 1894, and continued to operate it until his death in 1936.

Minnesota Delegates Named

MINNEAPOLIS.—Minnesota will be represented at the National Association of Insurance Agents meeting at Hot Springs by a dozen or more authorized delegates and several others may attend without credentials.

The state association will be represented by President E. C. Huhnke, Duluth; A. B. Caswell, Minneapolis, chairman executive committee; Harry Levant, Eveleth, chairman membership committee; Frank S. Preston, national councillor, Minneapolis, and A. A. Hirman, Rochester.

The Insurance Exchange of St. Paul

will select four representatives this week and the Minneapolis Underwriters Association will also send representatives.

Mississippi Law Broadened

Under a new Mississippi law, the writing powers of fire companies are broadened. The statute is similar to those in Virginia, North Carolina and a few other states. General instead of specific powers are granted to fire companies. In the past there has been some doubt as to just how much of a fee companies had to pay in Mississippi for writing various lines. That problem is now solved and by paying that \$200 fee, a fire company may write all lines in which it is interested.

Plan for Galveston Rally

GALVESTON, TEX.—Committees on arrangements for the annual convention of the Texas Insurance Agents, May 19-20, have been named, chairmen being: General arrangements, Arthur Grigg; entertainment, J. M. Frenkel; hotels, D. S. Montgomery; registration, M. S. Backenstoe. Galveston agents plan interesting entertainment features for visiting agents and their wives. The program is being mapped by officers of the association. Railroads will offer special rates for the convention and approximately 1,000 agents and other visitors are expected to attend.

Arkansas Committee to Meet

The Arkansas supervisory committee of company officials will meet in Little Rock, April 29-30. First a conference will be held with Arkansas general agents who make recommendations. The general agents write 60 percent of the business in the state. W. R. McCain, president Aetna Fire, is chairman of the supervisory committee. S. Y. Tupper of Atlanta, manager Royal-L. & L. & G., attends as a member of the Southeastern Underwriters Association. D. E. Monroe represents the Commercial Union, Vice-president R. M. Anderson the National; E. G. Frazier, Springfield F. & M. Most of the members will go to the Hot Springs convention of the National Association of Insurance Agents following their own meeting.

Exchanges Elect Officers

A number of Texas insurance exchanges have elected officers. At Galveston, Arthur Grigg was named president, J. M. Frenkel, vice-president, and

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E. L. Dorsey, secretary-treasurer. At Paris, J. W. DeWeese is now president, J. C. Hathaway, vice-president, and J. W. Bell, secretary-treasurer. At San Angelo, C. W. Meadows, Jr., became president, C. E. Hoyt, vice-president, and Gordon Kenley, secretary.

Georgia B. D. Meeting

A Business Development meeting was held last week at Swainsboro, Ga.

Seek Big San Antonio Delegation

Lytle W. Gosling, San Antonio, is in New York and Hartford on business, and will return by way of Hot Springs, Ark., attending the mid-year meeting of the National Association of Insurance Agents. Other representatives of the San Antonio Insurance Exchange who will attend the Hot Springs meeting are Will R. Levy, president; F. F. Ludolph, secretary, and F. C. Gittinger, a director of the Texas Association of Insurance Agents.

The meeting of the San Antonio Insurance Exchange April 19 was devoted to an effort to secure a large number of attendants at the Hot Springs meeting.

Georgians to Hot Springs

Georgians who have made plans to attend the mid-winter meeting of the National Association of Insurance Agents at Hot Springs include: Irvin Wootton, Mr. and Mrs. Herman J. Haas, Atlanta; Sidney O. Smith, Gainesville; H. C. Arnall, Newnan; A. A. Cooper, Rome; E. A. Sherman and Scott Nixon, Augusta.

Heavy Texas Hail Loss

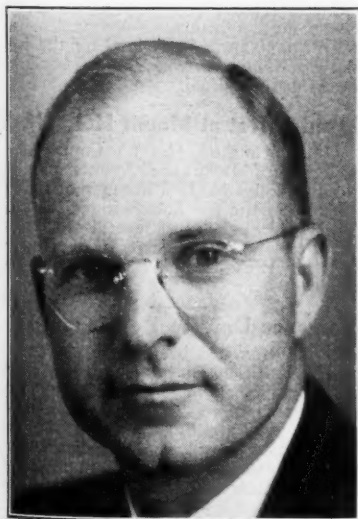
SAN ANTONIO, TEX.—As a result of two hail storms here, it is estimated by F. F. Ludolph, secretary San Antonio Insurance Exchange, that there will be 4,000 claims with an adjusted value of \$160,000. Fortunately, there were no heavy rains following the storms to accentuate the damage done by the hail.

I. H. Cohen, veteran local agent of Augusta, Ga., died there. His son, Clarence, will continue the business.

Miss Juliet Catlin, daughter of J. T. Catlin, Danville, Va., local agent and former president of the Virginia Association of Insurance Agents, was married there to C. D. Barnett.

Work has been started on a \$5,000 improvement program for the insurance agency building of E. B. & F. R. Bloom at Pine Bluff, Ark. There will be extensive alterations made and the offices will be much more commodious and convenient.

Florida Chief



O. M. STALLINGS, Tampa

O. M. Stallings of the local agency of Otto P. Stallings & Son of Tampa, who becomes president of the Florida Local Agents Association, is one of the wheel horses in that organization.

Sixty Years Developer of Florida Business



HERBERT J. DRANE

LAKE LAND, FLA.—Nearly 60 years ago a young Kentucky citizen came to Lakeland as a construction foreman in the building of a railroad through what was then an undeveloped part of the state. He asked his boss, the late Mr. Plant, one of the great railroad builders of the generation, what he thought he ought to do. "Stay right where you are," was the reply, and he accepted the suggestion.

That young man was Herbert J. Drane. His activities led him into insurance and he established 54 years ago the H. J. Drane Insurance Agency, handling all lines, including life. He became an agent of the Providence Washington and the Liverpool & London & Globe, over 50 years ago, and 49 years ago established the same relation with the Hartford Fire.

Active in Public Life

Active in politics, Mr. Drane served through many positions—clerk and mayor of the town that had grown up around him, member of the county commission, representative in both houses of the legislature and president of the senate, member of Congress for 14 years and member of the Federal Power Commission in Washington for four years. Retiring from the last named position in 1937, without asking reappointment, he came back home to take up where he left off in the insurance business.

The only change had been the addition of his son and the establishment of H. J. Drane & Son. It has been that way since, though the son, with health broken by world war service, died shortly after the far flung conflict was over. With the three companies named, and others added as the need arose, the agency is and has ever been one of the leading production units of the section. Real estate and mortgage loans were added and the business kept in line with progressive advancement methods and services. The old habits were still calling and the "head man" has become again active in the routine of the office.

Out on the Firing Line

With a list of prospects Mr. Drane is catching up with old habits, and has become again a leg man in search of commissions. In and out of the offices and stores of the city he is finding leads to follow as they appear important. He is at his desk when not seeing folks on the outside, and discovers that he likes the feel of the old impulses, and the renewal of old-time contacts as well as getting acquainted with new ones.

Charles C. Disheroon, former manager of the Dodson Insurance Agency, Hot Springs, Ark., has joined the Hickman Insurance Agency there. He has been in the insurance business there for 19 years.

PACIFIC COAST AND MOUNTAIN

W. I. Stone Is Advanced

Former Supervising Underwriter of Travelers Fire on Coast Becomes Assistant Manager of Department

William I. Stone has been promoted from supervising underwriter of the Pacific Coast department of the Travelers Fire at San Francisco to assistant manager. Mr. Stone joined the Travelers in 1928 as assistant manager in charge of the Oakland office, serving under the direction of Logan B. Chandler, then manager for northern California with headquarters at San Francisco. He was made manager of the Oakland office a year later and in 1932 he was given the additional duties of development of brokerage business in San Francisco county. Two years ago Mr. Stone was made supervising underwriter for the coast and he is now made assistant manager in association with Assistant Manager Blake Darling under the direction of George V. Lawry, manager of the department.

Mr. Stone was with both the North British & Mercantile and Commercial Union on the coast before joining the Travelers Fire ten years ago. In his various positions he has been in charge of improved risks and automobile business as well as general fire and inland

marine insurance. His all-round experience in these lines and intimate acquaintance with Pacific Coast affairs gives him a splendid background for his new position.

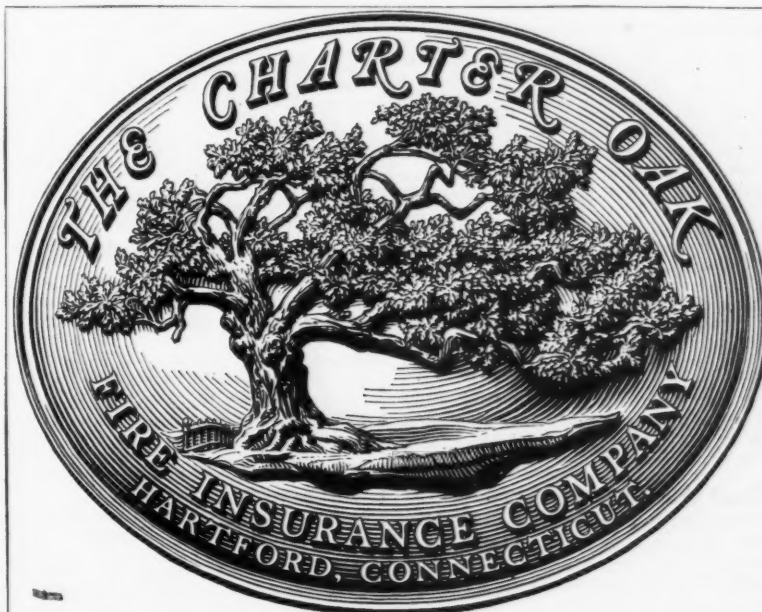
R. C. Stevenson Heads Idaho Rating Bureau

R. C. Stevenson, heretofore assistant manager, has now been appointed manager of the Idaho Surveying & Rating Bureau. He takes the place left vacant by the death of James H. Branscomb. Mr. Stevenson has been assistant manager nine years and has been connected with the bureau 13 years.

Stress Preparedness on San Francisco Anniversary

SAN FRANCISCO—About 20 fire insurance, business men and others interested in reviewing the development of San Francisco since the 1906 earthquake and fire gathered Monday to observe the 32nd anniversary of the disaster and to hear a discussion on "San Francisco Looks Forward" by L. F. Byington, president public utilities commission and well known California historian.

The luncheon was sponsored by the



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Phoenix Society of San Francisco, Insurance Post 404 American Legion, San Francisco Blue Goose and the fire prevention committee of the junior chamber of commerce. Roy M. Coon, sprinkler engineer of the Pacific Board, was general chairman of the committee on arrangements.

C. J. Brennan, San Francisco fire chief and a veteran of the disaster, was toastmaster, introducing the leaders of the various groups and interests attending.

The general theme was that San Francisco must continue to establish and maintain emergency measures of preparedness that the same situation that prevailed before April 18, 1906, may not again get a foothold, and that laws and regulations designed to reduce hazards from natural disasters must be enforced.

Idaho Rejects "Safe Driver" Principle in Fire Insurance

NEW YORK—The proposal of the Bankers & Shippers of the Meserole group to apply the theory of the safe driver reward plan to fire insurance in Idaho has been turned down by Commissioner Bakes, upon getting the opinion of the attorney general. The offer, it is understood, was made to meet a particular business competitor, and without intending to extend the idea to other states, as some at first supposed. Bankers & Shippers proposed to give a return of 20 percent to those assured who suffered no fire loss during the year.

California Well Represented

William H. Menn, chairman of the executive committee of the National Association of Insurance Agents, and Eugene Battles, member of the national conference committee, both past presidents of the California Association of Insurance Agents, will leave Los Angeles April 25 for Hot Springs to attend the midyear meeting of the National association.

Representing the California association will be: D. B. Goldsmith, San Diego, president; Elmer White, Oakland, vice-president, and G. C. Appleton, Fresno, national councillor. The Insurance Exchange of Los Angeles will be represented by Harry Perk, Jr., president, and Harold McGee, secretary-treasurer. Other attendants will be: Edward Beyerle, president Pasadena Association, and Hal Harvard of the Hall & Rambo agency, San Jose.

Reed Opens Local Agency

DENVER.—J. R. Reed, engineer of the Merchants Fire, has resigned to open a local agency in Denver. He has been with Merchants Fire six years.

Seek Hearing on Licensing

DENVER.—The Denver Association of Insurance Agents and the Colorado Association of Insurance Agents have jointly appointed a state legislative committee for formal presentation of a statement of facts concerning improper agent licensing to Commissioner Cochrane.

The committee includes Hal Van Gilder, chairman; Herbert Fairall, Frank England, Myron Collins, Colorado Springs, and John Reese, Pueblo.

A meeting was held Monday to decide when the committee will present the statement of facts to Mr. Cochrane. Both associations are moving for an early hearing.

Firebug Active in Salt Lake

SALT LAKE CITY—Fire Chief W. S. Knight of the Salt Lake department and A. E. Esray, special agent for the North America, were speakers at the monthly meeting of the Fire Association of Salt Lake City. Chief Knight spoke of the recent work of a "firebug," claiming that but for his activities, Salt Lake City would have enjoyed an excellent record in 1937. Last year's fire losses in Salt Lake were placed at \$231,781, more than a half of which was

attributed to incendiaryism. There were 13 cases of incendiaryism, and six of arson. Special Agent Esray explained the eight point coverage attached to fire policies.

Denver Clean-up Campaign

DENVER—Denver's annual clean-up, paint-up and light-up campaign gets under way April 23 and lasts ten days. It is sponsored by the Denver junior chamber of commerce. V. J. Pobrislo, general agent Columbian National Life, is chairman of the general committee.

Urges Business in Government

DENVER—H. C. Van Schaack, head of Van Schaack & Co., local agency, president-elect of the Denver chamber of commerce, called upon that organization at its annual meeting to "regiment business" to "stand together and speak in unison in our own defense."

"Business must take a hand in its own government, or it will find itself restricted by detrimental legislation," he

said. "Business must participate in the forming of legislation. It must make sure that the same economic principles are applied to taxation and tax expenditures as most of you apply in your own business."

Idaho Qualification Hearings

BOISE, IDA.—The first hearing under the 1937 agency qualification legislation was conducted at Burley, Ida., by Deputy Director Leaf. Director Bakes states that about 30 hearings under the new law are to be conducted in different parts of the state for the convenience of agents. Hearings may be requested by individuals or by the department.

Blotcky With Edward Brown

C. L. Blotcky, who has been in the mercantile business in San Francisco, but previously had insurance experience, has joined the Edward Brown & Sons general agency of San Francisco as city special agent.

EASTERN STATES ACTIVITIES

Seek to Double Membership

Intensive Drive Is Being Conducted by Pennsylvania Association of Insurance Agents

PITTSBURGH—Approximately 200 new members are expected to enroll in the western Pennsylvania district in connection with the state-wide campaign of the Pennsylvania Association of Insurance Agents, conducted with the object of doubling the present membership before June 30. W. Ray Thomas, president of Logue Brothers, is chairman for this district. N. B. McCulloch of Engle & Hambright, Lancaster, is general chairman.

The campaign is being conducted through the formation of local boards where none exist, with county-wide membership in populous counties, and dual county or tri-county associations where there is a scarcity of population. The first major result of the drive in western Pennsylvania was the institution last week of an association at New Castle. A temporary constitution was adopted and the following officers elected: Loy Patterson, Knox & Moorhead, president; O. C. Shannon, McBride-Shannon, vice-president, and Ivor Richards, secretary-treasurer.

Further meetings are scheduled for Sharon, Butler, Washington, Erie, Westmoreland and Venango counties. Washington and Greene counties will be included in a single association, and Armstrong, Jefferson and Clarion counties will unite in another local organization.

Prior to the organization meeting New Castle had four members affiliated with the state association. As a result of the intensified drive resulting from the organization 17 new men were brought into the New Castle Association of Insurance Agents.

Payment of N. Y. Premium Tax Is Expedited

ALBANY—Governor Lehman has approved the bill changing the method of paying the premium tax so that in Buffalo and in the remainder of the state, except in New York City, the tax will be paid by foreign insurers instead of their agents.

The bill was prepared by state organizations of exempt firemen and in the first draft an amendment was included to the greater New York charter so as to permit the same procedure there. The New York authorities, however, would not go along with the bill and it was amended so as to include Buffalo and the remainder of state.

The bill has long been advocated by

the up-state agents who have been responsible for the payment of the premium tax and had to execute a bond. Under the present law the agent pays to the local fire treasurer where the risk is situated 2 percent of premiums for foreign insurers, the fire treasurer in turn transmits 10 percent of such amount to the treasurer of the firemen's association of the state of New York for support of the volunteer firemen's home at Hudson.

Under the new set-up which goes into effect Jan. 1, 1939, the insurer will pay to the treasurer of the fire department or other fiscal officer \$1.80 on each \$100 fire premiums and 20 cents for the firemen's home. The only obligation left upon the agent is to report to the foreign insurer which he represents the amount of premiums collected and where the property is situated. The agents are required under the present law to execute a bond in the sum of \$500.

Governor Lehman, in approving the bill, said:

"I wish to point out that the problems in connection with this tax will not be wholly solved by this bill. The whole problem should be studied further by the joint legislative committee and recommendations made to the governor and the legislature."

Chairmen for Pennsylvania Insurance Days Named

PHILADELPHIA—Committee chairmen for the 1938 Pennsylvania Insurance Days, sponsored by the Insurance Federation of Pennsylvania, to be held here at the Bellevue-Stratford May 26-27, have been announced by S. J. Carr, resident vice-president Standard Accident and general chairman of the two-day convention. They have started formulating an outstanding program.

The keynote will be sales promotion and all of the session programs are being shaped with the aim of providing helpful, business-getting ideas for those attending. While no list has yet been released, it is said that a number of outstanding speakers have accepted invitations to speak.

Committee chairmen are, fire, Sheldon Catlin, vice-president North America; casualty and surety, W. A. Edgar, Philadelphia manager United States Fidelity & Guaranty; fraternal, James L. Wilmeth, secretary Junior Order United American Mechanics and president Pennsylvania Fraternal Congress; ordinary life, E. L. Reiley, manager home office agency, Penn Mutual Life; industrial life and accident, Elmer R. Deaver, president Progressive Life and president Philadelphia Health & Accident Alliance; accident and health, Radcliffe

Whitehead, Maryland Casualty, president Accident & Health Club of Philadelphia; industrial life, W. J. Bradley, publicity manager Home Life, Philadelphia; insurance department, Commissioner Hunt of Pennsylvania; banquet, T. A. Engstrom, Philadelphia manager Aetna Life and affiliated companies; publicity, L. E. Shallberg, Philadelphia manager Ocean Accident; reception and registration, John D. Pharaoh, 2nd, special representative United States Fidelity & Guaranty; ladies, Mrs. W. B. Corey, Fort Washington, Pa.; smoker, John A. Diemand, executive vice-president Indemnity of North America.

To Move Pittsburgh Office

The Pittsburgh service office of the Pearl will be removed from the Commonwealth building May 2 to new quarters at 336 Fourth avenue. W. D. Corbett, state agent, continues in charge, assisted by E. H. Miller and G. William Potts.

Mrs. Barter 100th Board Member

NEWARK—The 100th member of the Essex County Board is Mrs. Ruth L. Barter of Verona, N. J., who is also a member of the newly organized Insurance Women of New Jersey.

Mrs. Barter conducts the W. P. Barter Agency at Verona, started in 1894 by her husband, who died in 1932. It is the oldest established agency in Verona.

In addition to her insurance activities, she is president of the Women's Club of Verona.

A. J. Anderson President

At a meeting of the directors of the Boston Protective Department, A. J. Anderson of O'Brien, Russell & Co., vice-president of the Boston Board, was elected president of the department succeeding F. J. Farquhar. Mr. Anderson has been vice-president. A. N. Miner of Gilmour, Rothery & Co. was chosen vice-president. C. W. Gooding was re-elected secretary and treasurer.

Lowell, Mass., Board Meets

LOWELL, MASS.—At a well attended meeting of the Lowell Board, the work of the Service Men's Protective Association, Boston, was discussed by Secretary W. C. Hill of the association. The Business Development Office was represented by Special Agent L. P. March of the Home of New York.

Mutual Bill Goes Over

A house bill of the Massachusetts legislature providing for the restriction of the surplus or the profit which might be withheld from the policyholders of domestic mutual insurance companies was given "next annual session" by the legislature. The bill was fought hard by the Liberty Mutual.

Agents Meet at Mount Holly, N. J.

The Burlington (N. J.) County Association of Insurance Agents met in Mount Holly, N. J., a number of timely subjects in the fire field being discussed. Among speakers were several officers of the New Jersey Association of Underwriters. President H. F. Stockwell, Jr., presided.

Lawrence Daw to Be Honored

A luncheon will be given at Syracuse, N. Y., April 30 in honor of Lawrence Daw, manager New York Rating Organization, to celebrate his 25th anniversary in that connection. It is not promoted by any special association, but company executives, field men, local agents, etc., are all interested in it.

Insurance Men on Faculty

ROCHESTER, N. Y.—The special faculty of business and professional men who teach classes twice weekly in their own fields at the Rochester Business Institute has been increased by three Rochester business men. They are Roy Duffus, chairman of the Rochester Un-

derwriters Board, who is instructing in insurance; Basil R. Weston, Penn Mutual Life, who is teaching investments, and A. C. Wilbern, district manager Dun & Bradstreet, credits and collections.

Coxe Has Roundup of Agents

BOSTON—C. S. Coxe, New England special agent for the North British & Mercantile, conducted a gathering of local agents in a section of his territory at Salem, Mass., Wednesday. The head office was represented by Secretary A. E. Murdock, General Agent H. R. Klocke, Secretaries S. T. Shotwell and W. R. Rhyne, and Publicity Director W. J. Traynor.

Hold Regional Meeting

SPRINGFIELD, MASS.—A regional meeting of the Springfield Board of Fire & Casualty Underwriters, with members of the local boards in Chicopee, Northampton, Holyoke and Westfield, was held in Springfield. Vice-president H. E. Moore of the Service Men's Protective Association of Boston discussed association plans. Sound motion pictures were shown by the Aetna Fire.

Adjuster Bill Rejected

BOSTON—The bill sponsored by former Commissioner DeCelles and Deputy E. S. Cogswell to allow victims of fire losses the option of cancelling contracts made with public adjusters, was rejected by the Massachusetts legislature, the house accepting the adverse report of the committee.

House bill 1477, sponsored by Counsel John W. Cronin of the Liberty Mutual, which would create a single fire insurance rating bureau for Massachusetts to which all fire companies, stock and mutual would belong, and whose rates would be subject to approval by the commissioner of insurance, has been withdrawn.

CANADIAN NEWS

Protest Quebec Auto Rate

MONTREAL—Pointing out that it costs \$62.50 to insure a light automobile in this province where in Ontario the same insurance costs only \$36.55, the Province of Quebec Safety League is sending to Premier Duplessis and all the members of the government a resolution, protesting against the increase in automobile insurance rates.

It is also pointed out in the resolution that a medium-sized auto can be insured for \$58.45 in Ontario, but will cost \$86.55 in Quebec. The league asks that a special commission be appointed in Quebec to study the question thoroughly.

C. H. C. Fortner Retires

TORONTO—C. H. C. Fortner, vice-president of Scott & Walmsley and secretary of the Hand-in-Hand, has retired after 50 years in the insurance business. He started in London, Ont., as an agent of the Mutual Life of New York. He moved to Toronto in 1891.

McNiven Heads Mutual Group

TORONTO.—Bruce McNiven, a member of the federal parliament, has been named president of the Mutual Fire Underwriters Association of Ontario, which represents 59 fire and two wind insurance companies operating in the province. J. E. Anderson and W. J. Gardhouse are vice-presidents and W. R. Cross secretary-treasurer.

Ormston Heads Marine Board

MONTREAL—C. M. Ormston, managing director of Dale & Co., was elected president of the Canadian Board of Marine Underwriters at its annual meeting here. Other officers are: E. W. Schaffner, Western Assurance, Toronto, vice-president; H. C. Beatty, secretary.

The executive committee includes G. Falconer, vice-president Robert Hampson & Sons; F. E. Wrong, assistant manager Home, and C. Capper, president J. L. McCulloch & Co.

Windsor Agents Elect

New president of the Windsor (Ont.) Fire & Casualty Agents Association is Fred R. Larkin. Vice-president is Paul Roberts. M. J. Clavel is secretary-treasurer.

Charles E. Thomson, head of C. E. Thomson & Co., Hamilton, Ont., died in Miami, Fla.

MOTOR

New Auto Club Directors

SAN FRANCISCO—New directors of the National Automobile Club elected at the annual meeting are: William Deans, Selbach & Deans; H. J. McCaulley, North America; B. G. Wills, Fireman's Fund; C. A. Craft, Phoenix of London; C. A. Bonner, Aetna Life group; A. M. Brown, Sr., Edward Brown & Sons; Joy Lichtenstein, Hartford Accident; R. H. Griffith, Glens Falls; C. A. Colvin, Providence Washington; B. A. Sifford, Security, and H. F. Mills, Aetna Fire.

Pew's Financed Car Ruling

DES MOINES—Commissioner Pew has ruled that on insurance covering financed or mortgaged automobiles there shall be no differential in premium rates based on a distinction between financed and non-financed cars. His ruling also provided for actual delivery to the purchaser of a policy or certificate setting out all the main terms and provisions of the insurance.

Alton Club Taken Over

ALTON, ILL.—The Alton Automobile Club has been taken over by the Automobile Club of Missouri. The office here will be continued under the management of John R. Yenny, who was manager of the Alton Club. The Missouri club operates a reciprocal insurance exchange for its members.

MARINE

Hitch in Lloyds Program

Objections Cited to Proposed I. M. U. A. Reinsurance Warranty and Form Is Being Redrafted

Progress is reported to be slow in perfecting an understanding with London Lloyds regarding the handling of inland marine business in this country. Lloyds, through the Lloyds Underwriters Fire & Non-Marine Association recently made a move in the direction of limiting its reinsurance in the United States to business written in accordance with I. M. U. A. regulations and to write direct business in this country only on the I. M. U. A. basis.

The proposal of Lloyds is to include a warranty in its reinsurance contract that the business has been written at rates, rules, conditions and commissions of the I. M. U. A. on those lines over which the I. M. U. A. has control.

Ceding companies are hesitating to accept such a warranty. They feel that there is danger of here and there a piece of business getting by that does not conform to the I. M. U. A. standard and that Lloyds might take advantage of this breach to deny liability and nullify the entire reinsurance program.

Inasmuch as the subject has been opened, the inland marine underwriters are giving a good deal of thought these days to whether it is necessary or desirable to depend to such an extent as they have been on the London market

for inland marine reinsurance. Some observers feel that there is plenty of capacity in this country to handle most of the reinsurance requirements.

To meet the criticism offered by some American companies of the warranty, a redraft of the form is now being prepared by the individual underwriters, in the hope that it will be satisfactory to American interests. It will probably contain some allowance for "honest errors" committed by the originating company.

Marine Chamber of Commerce Is Organized in Chicago

Chicago marine men are interested in the Central Marine Chamber of Commerce formed at Chicago by representatives of the boat industry from Wisconsin, Illinois, Indiana and Michigan, because one of the main objectives is to secure better harbor and boat basin facilities in Chicago and thus relieve the congestion which for some time has been causing many collision losses under yacht insurance. It is said to be difficult for a boat to maneuver in and out of the Chicago harbor without colliding with

other boats, and in case of storms, even in the protected basins, boats frequently drag anchor and cause damage.

Headquarters of the new chamber is at 612 North Michigan avenue, F. C. Heyes being executive secretary. The first officers are: President, Frank Combiths; vice-president, Malcolm Ernst, president Chicago Marine Garage Company. Mr. Heyes is yachting editor of the Chicago "Herald & Examiner" and associated with the Chicago "Journal of Commerce." Mr. Combiths is a Chicago yacht broker and marine insurance agent.

Byron Watson on Agency Tour

Byron S. Watson, president of the Rhode Island, accompanied by Mrs. Watson, has left Providence for an extended business trip to carry him through Louisiana, Mississippi, Texas, Oklahoma, Colorado and Utah, arriving on the Pacific Coast about May 1. After visiting agents in California, Oregon and Washington, he will return to Providence the latter part of May.

John F. Anderson, 58, for many years in the insurance business at Cedar Rapids, Ia., died. Ill health forced him to give up business and he had been in a sanatorium in Bettendorf, Ia.

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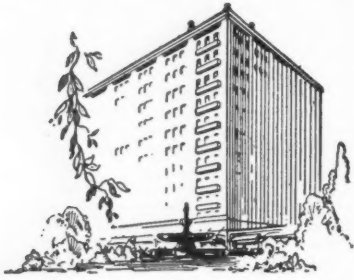
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OBSERVATIONS ON NEW DISCOVERY BOND

(CONTINUED FROM PAGE 20)

its contention that most fidelity losses are not discovered until some time after their commission, no experienced surety man will deny. The company's own surveys indicate three years as being an average time, but other companies have cited still longer periods. One of the most famous cases is that of a clerk with the Continental-Illinois National Bank of Chicago, whose embezzlements in excess of \$3,000,000 began in 1919 and were not discovered until 1932, in spite of the fact that the bank had undergone three mergers during that period and presumably had been audited carefully.

The American Surety maintains that lack of coverage for past but undiscovered dishonesty losses has undoubtedly created sales resistance to the efforts of agents in fidelity bond campaigns. Whether this is true or not, the new bond unquestionably will be a potent competitive weapon with prospects who have not previously carried fidelity insurance. Its effect on employers who are now bonded under other forms remains to be seen.

Superseded Suretyship Provisions

Fidelity bonds have no expiration date, running continuously until terminated by the company or assured. The established forms give the employer a certain time after termination to discover losses which occurred during the time the bond was in force. These so-called "cut-off periods" were originally six months, but competition has raised them universally to three years. For competitive purposes, since otherwise it would be virtually impossible to induce an employer to change surety companies, bonds which replace other bonds are endorsed to cover losses discovered after expiration of the "cut-off period" of the old bond, provided the loss would have been covered by the old bond had it remained in force. These "continuity riders" or "superseded suretyship riders" have been the subject of many court decisions and a variety of forms have been prepared to meet different situations.

Continuity riders have been the source of much trouble and many surety men would hail their elimination with joy. Considerable difficulty arose when several surety companies failed prior to 1933. Most of these companies had increased their "cut-off periods" to two or three years, for competitive reasons. In some cases, bonds written by these companies were replaced in other carriers, with superseded suretyship riders. Where losses which had occurred while the insolvent company was on the line were discovered during the "cut-off period," the new companies properly denied liability, since a continuity rider does not cover any loss for which claim can be made against the old company. In these cases, the long "cut-off period," supposedly an advantage to the assured, proved a boomerang.

If all bonds were written on the American Surety's new plan, no continuity riders would be needed, since the bond in force at the time of discovery would pay the loss. Neither would a "cut-off period" be needed. The American Surety's bond, however, takes advantage of the "cut-off clause" of any bonds which it may supersede (whether in the same or another company) by providing it shall not cover losses covered by a superseded bond and discovered within the period allowed, except as excess over the other coverage. Thus, a "discovery" bond of \$5,000 on a particular employee might supersede another bond of the same amount. If, within three years after termination of the old bond, the employer should discover that the bonded employee has abstracted \$6,000 while the old bond was in force, the old bond would be liable for \$5,000 and the "discovery" bond for \$1,000.

Another advantage in the elimination of continuity riders would be the removal of a strong possibility of cumulative liability. Frequently, where an employee has been guilty of embezzlements in different years, aggregating more than the amount for which he is bonded, the employer has claimed that the bond provides a specific amount of coverage for each year and thus sought to collect more than the face of the bond. By carefully wording the bonds, the surety companies have been successful in most jurisdictions in avoiding cumulative liability, the only exceptions being cases where statutory bond phraseology was involved. However, if an employer changes companies and is able to prove that part of the defalcations of an employee occurred while the first bond was in force and part during the period of the second bond, elimination of cumulative liability becomes a serious problem and many surety men doubt that it can be avoided, no matter how the continuity rider is worded. For this reason, some brokers and some employers advocate changing sureties regularly.

What Will Competitors Do?

How powerful a weapon the discovery bond will prove to be in keeping the employer from changing companies will probably depend on what steps other companies take. There is a difference of opinion as to the situation should a conventional fidelity bond replace a "discovery" bond, but quite possibly a new rider may be devised by the other companies to meet the competition.

The American Surety form has a species of "cut-off period," giving the employer 60 days to discover losses only after cancellation by the company. The explanation of the American Surety is that this should give the employer time to have a thorough audit made and thus not place him at a disadvantage should the company cancel his coverage. If the company cancels as to a particular employee, 35 days is given for this. On the other hand, if the employer cancels the bond, coverage ceases at once, on the theory that the employer then takes the responsibility for this act and should be presumed to have satisfied himself by audits and other means that he has no fidelity losses before he discontinues his protection.

Deterrent from Reductions

One important sidelight of the "discovery" bond is that it undoubtedly will provide a powerful argument against reducing amounts of protection. Frequently when business is slack, employers have concluded that their employees were not handling as much money as formerly and cut down their coverage. The old forms based the limit of recovery on the amount of insurance in force at the time the default occurred, regardless of the amount in force at the time of discovery. But under the Amer-

ican Surety's form the amount of protection at the time of discovery controls. Consequently, an employer is never safe in reducing his suretyship under this form until he is positive that there has been no defalcation when an employee handled larger amounts. Similarly, increases in protection apply retroactively.

If an employee is transferred to a position where he handles less or no money, the bond continues to cover any losses caused by him and discovered during the life of the bond, provided his successor is bonded. This relieves the employer of the alternatives of continuing to carry full protection on such an employee or discharging him. It is intended largely to cover cases where an employee is virtually retired, but continued on the payroll with nominal duties.

Massachusetts Bonding New Setup in Oklahoma

The Massachusetts Bonding has appointed Pearce, Porter & Martin, general agents for Tulsa, Okla., and vicinity and H. L. Farish general agent for Oklahoma City and vicinity. Both agencies are well and favorably known, having been established for many years and having a very large annual premium volume.

J. Stewart Pearce of the Pearce, Porter & Martin agency recently spent some time at the home office of the Massachusetts Bonding and various executives and underwriting heads of the company have been in Oklahoma establishing service departments and developing a more intimate acquaintance with the operating personnel of the two agencies.

U. S. F. & G. Policy as to Limits Is Clarified

A recent article referring to the policy that the United States Fidelity & Guaranty has adopted in respect of limits of coverage so far as physicians' liability is concerned leaves room for misinterpretation. From 1910, when the U. S. F. & G. commenced writing professional liability, its basic limits throughout the entire territory were \$5,000/\$15,000 until 1927 when U. S. F. & G. began changing the limits to \$10,000/\$30,000 in what were then desirable states for this insurance. Most of these increases were made during that year, a few in the years immediately following until these basic limits of \$10,000/\$30,000 were finally applied in 17 states but at no time were such limits applied in some 12 or 14 states. In 1933, the U. S. F. & G. began reducing these limits to the former ones of \$5,000/\$15,000, making most of these reductions in that year and adding others since and at present the U. S. F. & G. has basic limits of \$10,000/\$30,000 in only two entire states and in portions of two other states.

Plan Dinner for Richardson

NEW YORK.—To evidence the esteem in which Frederick Richardson, United States attorney and managing director of the General Accident, is held in this country, a committee of 50 company officials and others, with James A. Beha, former general manager of the National Bureau of Casualty & Surety Underwriters, as chairman, and E. M. Hardy, secretary Insurance Institute of America, as secretary, is planning a dinner in his honor at the Metropolitan Club here May 12. Mr. Richardson will sail soon thereafter to assume his new post as deputy chairman at the head office of his company.

Empire Service Is Formed

The Empire Service Corporation was recently incorporated in New Jersey to do a general insurance business, with offices in the Chamber of Commerce building, Newark. Frederick R. Knopf, a well known and experienced insurance man and secretary of the corporation, will be in full charge.

INSURANCE ATTORNEYS

• The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

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Plans Shaping for National Board's Annual Meeting

(CONTINUED FROM PAGE 5)

rule, is that the chief executive of an American company be elected president for two successive terms of two years, to be succeeded by the manager of a British corporation for a two year term, as the relation of two to one as to domestic and foreign companies is about the ratio of their respective membership in the National Board.

Assuming the practice is continued that was adopted this year, Mr. Sommers will continue as president of the National Board until May, 1939, when he will give place to Col. Layton, who in turn will be succeeded by Mr. Barbour.

Hold Spring Ad Conference in New York City May 19

NEW YORK—The annual spring meeting of the Insurance Advertising Conference will be held May 19 at the Hotel Roosevelt in this city, it was decided at the meeting of the executive committee here. The general session will open at 10 a. m. Two nationally known speakers will discuss "The Best Type of Insurance Advertising."

The afternoon will be given over to group meetings, with Harold E. Taylor, American of Newark, presiding over the fire and casualty group and Charles E. Crane, National Life of Vermont, directing the life meeting. Topics of current interest will be discussed in both sessions. Members of the program committee are Ray C. Dreher, Boston and Old Colony; C. J. Fitzpatrick, U. S. F. & G., and W. L. Lewis, Agricultural.

Chicago Brokers to Meet

The Insurance Brokers Association of Illinois will hold its regular meeting April 21, starting at 2:30 p. m. in the Chicago Board auditorium. Among subjects scheduled for discussion are the brokers' official stand against the automobile safe driver reward plan, city manager plan and Chicago Motor Club exchange operations. C. A. Berger, president, is to preside.

Important Stockholder Dies

Frank B. Carpenter, 92-year old industrialist and philanthropist, Manchester, N. H., and a principal stockholder of the New Hampshire Fire died. He was a director of the Hanover Fire. Mr. Carpenter took personal interest in all the institutions with which he was connected. His gifts to colleges and churches were noteworthy. He was active in developing that section of Manchester where the New Hampshire Fire building stands as one of the outstanding architectural building groups in a city the size of Manchester. He gave to the federal government the lot next door to the building of the New Hampshire Fire and upon it the government erected the Manchester postoffice. Within the same area are the library and fine arts building of the city.

Deviation Rejected; Leaves State

The Pioneer Equitable of Lebanon, Ind., has withdrawn from Illinois. President Tipton Ross states the action was taken because the insurance department declined to approve the deviations upon which the company had developed its business. He refers to "other seemingly arbitrary and unequitable rulings" of the Illinois department.

It is understood that the Equity Fire of the Bruce Dodson organization contemplates retiring from Illinois. This company also deviates. It writes business at a certain rate for a certain commission to the agent but will write at a lower rate if the agent accepts a lower commission.

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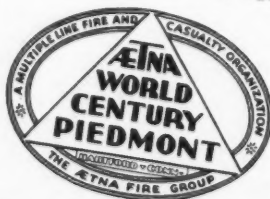
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variably find they sleep better when their fire and casualty policies are with capitalized (stock) companies. They can never be assessed. They are more fully protected. Because capitalized (stock) companies are not dependent on incoming premiums or even on legal reserves to keep their policies sound. As an additional bulwark of strength, they have their paid-in capital and surplus. Your policy will not become a "scrap of paper" if it is with a strong capitalized (stock) company.

* While we might give general answers to these questions, only a local stock company agent or broker can explain how they apply to you.



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